

THE TIMES
1785-1985
Tomorrow

Handsworth...
How a riot starts: the expert view
Evolutionary
Miles Kingston finds a new actual missing link
Ceilidh of Cusacks
Stratford debut for Cyril Cusack's third daughter
Mexico-bound?
England's World Cup chances after the Romania clash

Portfolio

Two winners shared yesterday's Times Portfolio competition prize - double the usual £2,000 because no-one won on Tuesday - Mr Thornton Gunn of Tunbridge Wells, Kent, and Mr Robert Bettley-Smith of Shenfield, Essex, each received £2,000. Portfolio list, page 20; how to play, information service, back page.
On Saturday, £22,000 can be won - £20,000 in the weekly competition and £2,000 in the daily.

Howe fails to win over Lagos

Sir Geoffrey Howe's two-day goodwill visit to Nigeria has improved the atmosphere between London and Lagos but there was no agreement on restoring full diplomatic relations. Suspensions about Britain's attitude to its former colony remain deep rooted.

Brawling fans

Six British football fans in Bern for the Ireland-Switzerland World Cup qualifying match were detained by Swiss police after a hotel brawl.

Ashley coma

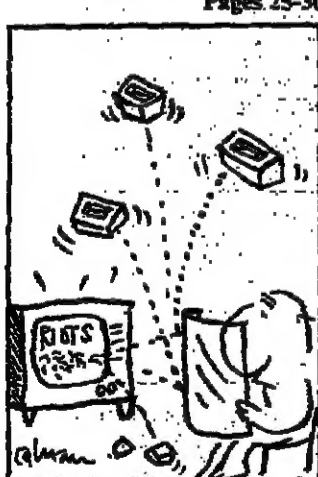
Laura Ashley, the designer, aged 60, was last night in a coma and on a life support system, at Walsgrove Hospital, Coventry, after falling down stairs on Sunday.

Honeyford case

Bradford City Council is to appeal against a ruling that it reinstate Mr Ray Honeyford, the headmaster suspended for remarks on multi-racial education.

Business lesson

Schools should take preparation for the business world far more seriously, says Robert Sale, senior general manager of Barclays Bank, in an introduction to today's six-page general appointments section.



Scottish choice

Alex Ferguson has taken over as acting manager of Scotland following the death of Jock Stein on Tuesday night.

Leader page 15
Letters: Political reporting from Mr W. Wallace; Raising the Titanic from Mr W. Summers
Leading articles: Dr Owen; BBC; Latin America
Features, pages 12, 14
Why Handsworth exploded; Bernard Levin - censored; battle of the telephone lines; Spectrum: a profile of Douglas Hurd
Books, page 13
James Fenton reviews Mark Girouard's *Cities and People*; Fiona MacCarthy on Lawrence Sanders; John Nicholson reviews Clive Sinclair, Doris Lessing, and other fiction of the week; J. W. Lambert on David Niven
Obituary, page 16
Mr Jock Stein; Dr Harold Hugo

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Citizenship offer to blacks in homelands

From Michael Hornsby, Johannesburg

The South African Government is willing to restore South African citizenship to an estimated 8 million blacks previously deprived of it under the initial "homelands" system, President Botha said yesterday. But the President, speaking at a congress of the ruling National Party in the Orange Free State, failed to offer anything more than vague generalities on the question of political rights for blacks, thus diluting the impact of what was widely seen as an important deviation from classic apartheid.

President Botha's announcement came the day after the return here after a three-month absence of Mr Herman Nickel, the American Ambassador, with a letter from President Reagan which is said to urge his South African counterpart "to move from confrontation to negotiation".

On his arrival in Johannesburg on Tuesday night, Mr Nickel, a political appointee who has been a staunch defender of the Reagan policy of "constructive engagement" with Pretoria, said, "We have got beyond the point where mere statements, or even statements of intent, are adequate."

"Things have to be seen to be happening. Negotiations have to be seen to be starting. Some of the key features of the apartheid system have to be seen to be abolished."

Meanwhile, Bishop Desmond Tutu, the black Anglican Bishop

of Johannesburg and winner of the 1984 Nobel Peace Prize, urged fellow blacks to observe a one-week, nationwide strike next month unless the Government met four conditions "within days".

The conditions were: That the state of emergency in parts of the country be lifted; that the Army leave black townships; that political prisoners be charged or released; and that the Government agree to talks with authentic black leaders.

The bishop, speaking to 400 churchmen of various denominations at a conference in Natal, said the time for "vague and

MEPs in disarray over sanctions

The European Parliament adjourned in disarray last night after an attempt to impose sanctions was defeated as was another resolution against sanctions (Jonathan Brande writes from Strasbourg).

MEPs from the right and left combined to defeat a compromise proposal calling for the measures suggested by the foreign ministers in Luxembourg on Tuesday, and then blocked by Britain, to be adopted.

Earlier report, page 6

generalised appeals" was past. He would be talking to trade union leaders in the next few days to discuss the logistics of the strike.

Businesses in the Cape Town area yesterday reported employee absenteeism between 40 and 100 per cent as blacks responded to a call by a group of nine local trade unions to stay away from work in protest.

Continued on back page, col 6

'Aids' heart transplant for youth

From Diana Geddes Paris

French doctors have transplanted the heart of a man carrying Aids antibodies into a boy, aged 17, suffering from heart failure.

"We had virtually no other choice," Professor Pierre Huguenard, of the Henri Mondor Hospital in the Paris suburb of Creteil, said yesterday. The body of the donor, who had committed suicide, was taken to the hospital.

"The transplant represented the last hope for this young man of 17 who had only a few weeks to live," he said.

Given the choice between death and the "absolutely minimal risks" of the boy developing Aids, the transplant team had not hesitated. Professor Huguenard said. They had been looking for some time for a suitable donor.

In the "highly improbable" event that the boy did develop the disease, he would have a life expectancy of at least five years.

"At present the patient is doing well and other patients awaiting organ transplants should not worry needlessly, because the risks we take are always calculated in full knowledge of the facts," he said.

In every French hospital where transplants were performed, an Aids test now was routinely made on potential organ donors at the same time as tests for the blood group.

Professor Huguenard said the same donor's corpse had been used in transplants for two very old and blind women whose lives had become impossible. But the donor's kidneys were thrown away because the two people in the hospital waiting for kidney transplants were in otherwise good health.

Parents' bid, page 6

US warning on Soviet media blitz

From Mohsin Ali Washington

In his first public response to Mr Mikhail Gorbachev's "media-blitz", President Reagan has given a warning that a more stable peace will not be secured by wishful thinking or public relations campaigns.

He told the Danish Prime Minister, Mr Poul Schluter, here on Tuesday that he looked forward to his November summit meeting with the Soviet leader in Geneva, not to find an end to all that has been wrong between East and West, "but a beginning point for better relations, a starting point for progress."

Administration officials are concerned about Mr Gorbachev's press interviews trying to influence Western public opinion by alleging that the United States does not want substantive results from President Reagan's first summit with a Soviet leader.

They said that the President was eager to meet the Russians halfway in an effort to solve problems and wanted "direct access" to the Soviet people through a television speech.

President Reagan, in a radio interview with college students, said if he was granted Soviet television time he would try to dissuade them of the idea that the United States and other Western countries had designs on them and felt an enmity toward the Soviet people.

● The US yesterday dismissed Mr Gorbachev's suggestion of a chemical-free zone in Europe as a "resurfacing" and a repackaging of proposals we have heard before.



Mrs Winnie Mandela with her daughters Zenani and Zindzi at D. F. Malan airport in Cape Town yesterday on their way to visit Nelson Mandela in Pollsmoor Prison.

Owen anticipates vital parliamentary role after election

From Philip Webster, Political Reporter, Torquay

Dr David Owen yesterday warned the Conservative and Labour parties that if they refused to negotiate with the Alliance after the next general election, they would have to answer to the electorate, but that the price of Alliance cooperation in a hung Parliament would be the "filling" of their programmes.

In a supremely confident speech on the final day of the Social Democratic Party conference in Torquay, regarded by senior social democrats as the most successful since its formation, he said that the Alliance had created a different kind of politics, a new world, in which people were determined to play a different part.

Dr Owen, whose approach to running the SDP has won a big endorsement this week, made clear throughout his hour-long speech that the ground he believes the party to have taken from the Conservatives since 1983 will not be given back.

He said that if the Alliance did not win power outright, it was committed to forging a government based on a negotiated programme. He denied that would be letting in the Conservatives of Labour.

It would be a new programme, a new government. "We will fill out the extremism, the nonsense, the cant and the humbug and the ideology. If they will not negotiate with us, we will vote them down."

In the early part of his speech, clearly directed at his party, Dr Owen emphasized the compassionate side of SDP policies. He was fed up with public squalor in the midst of private affluence.

But in a development of the "tough but tender" approach to his leadership Dr Owen said: "You can and must care, but with this country in its present state, you have also got to be prepared to dare. You have got to face down revolutionary socialism. You've got to continue to challenge privilege. You have got to stand firm on the things you think are right."

Conference reports, page 4
Ronald Butt, page 14
Leading article, page 15

MPs accuse Government of inaction over dollar

The Government and Mr Nigel Lawson, Chancellor of the Exchequer have been criticized by a Commons select committee for not taking a lead in drawing up a co-ordinated response by industrial countries to the problem of the overvalued dollar (Our Financial Correspondent writes).

In its *International Monetary Arrangements*, published yesterday, the Commons Treasury and Civil Service committee expresses serious concern about the danger of increased trade

protectionism, especially in the United States, caused by the strong dollar.

The committee is afraid that if the dollar should collapse it could bring another period of inflation and recession.

The committee calls for lower taxation in Britain and Japan coupled with higher taxation in the United States. Britain should lower its interest rates faster than other countries.

● **MPs urge soft-landing for dollar, page 17**

Magazines to retain TV listings monopoly

By David Hewson

ITV and the BBC have won narrowly their battle to prevent British television viewers buying one magazine containing programme details for all four television channels.

The casting vote of Sir Godfrey Le Quesne, chairman of a Monopolies and Mergers Commission investigation into the restrictions on programme listings imposed by *TV Times* and *Radio Times*, decided that the practice was not against the public interest.

All seven members of the panel agreed with the Office of Fair Trading that the monopoly was anti-competitive.

Three expressed concern that programme information was determined by the producers of the programmes rather than the viewing public through the market place, a "clear detriment to the public interest".

The majority view was that it was impossible to say what the balance of advantage and disadvantage would be with any new system, and whether the public interest would be better served than at present.

The decision, was a surprise, notably to OFT which was convinced that its earlier critical investigation of the magazines would form the basis for the ending of the restrictions.

In evidence to the Commission, the restrictions were opposed by a wide range of publishers, including News International, which said that it wanted to carry extensive week-in-advance television listings in Saturday editions of *The Times* and *The Sun*, and sections of comprehensive listings in *The Sunday Times* and *News of the World*.

Mr Michael Hardwick, managing director of *Time Out*, the magazine which spent more than £100,000 in a court battle against the restrictions, described the decision as "astonishing".

"Radio Times and *TV Times* are seen by only 30 per cent of the population, while 92 per cent have television sets. To say that we cannot publicize television programmes to the 70 per cent of people who don't see these magazines, is crazy."

Licence purge, page 4
Leading article, page 15

Thatcher on 'moaning minnies'

Mrs Thatcher called on those who spread gloom about unemployment to stop being "moaning minnies" yesterday during a tour of north-eastern England. She was responding to accusations that she was avoiding meeting unemployed people during her tour.

She said that the positive should be accentuated rather than the problems. "I can't do everything. Isn't it important for me to go around to show the success of the North-east?"

The Prime Minister said that 30 per cent of the region's workers were in work. She agreed it was important to try to get jobs for the other 30 per cent.

Mrs Thatcher was touring Press Production Systems at Wallsend, Tyne and Wear, which has £60 million worth of offshore modules under construction.

She said the company's workforce was an example of the North-east's success.

News pictures are key clues for riot police

From Colin Hughes, Handsworth, Birmingham

More than 100 detectives from all over the West Midlands moved into the Handsworth riot area yesterday to open a double murder, looting and arson inquiry, assisted by the latest technology and a file of news and television pictures.

Mr Tom Messen, West Midlands assistant chief constable for crime, said he was "extremely optimistic" of making further arrests, in spite of an "element of reluctance" to help among the West Indian community of Lozells.

He admitted that routine house-to-house inquiries would be difficult in the aftermath of two nights of rioting, but added that the "vast majority are not unwilling to help".

At the top of the detectives' list is tracing youths who murdered two Asian brothers by setting fire to the post office at the heart of the Lozells Road riot zone on Monday night.

Mr Kassamalia Molicedina, aged 38, the sub postmaster and his brother Amir, aged 44, died of carbon monoxide poisoning.

The pathologist, Dr Peter Acland, found no obvious signs of physical injury to the bodies, casting doubt on reports that the two men were beaten before being left to die in the flames.

An inquest is expected to open today. It was at first thought that another two Asians were missing, but the police say that they have now accounted for all people known to be in the area.

A hotline was set up at the investigation headquarters at Nechells police station, yesterday. Mr Messen said: "If anyone wants to see a detective secretly, we shall comply with any request". All contacts would be in confidence.

Hundreds of news photographs and reels of television

Court scuffles, page 2
Hurd profile, page 12
Thatcher's legacy, page 14

Hurd blames crime not social disorder

By Richard Evans, Lobby Reporter

Mr Douglas Hurd, the Home Secretary, will discuss with Cabinet colleagues this morning the best way to investigate the Handsworth riot but almost certainly caution against a full-blooded Scarman-style inquiry.

With leaders of the Social Democratic Party, Labour, and Liberal parties stepping up their demand for an unrestricted public and judicial inquiry, Mr Hurd went out of his way yesterday to emphasize the criminal aspect of the troubles and indicated a thorough judicial investigation would serve little purpose.

"All this ground has been ploughed over quite a lot and I am not sure there is a lot of good soil to be turned up," he said.

The people of Birmingham and Handsworth need to have clearer account of what hap-

pened, which of the stories going around have some substance and which are nonsense. We need a clear factual account and I am considering how that is best organized."

Apart from facts that emerged from any forthcoming criminal prosecutions and inquiries into those killed during the arson and looting, Mr Hurd is likely to rely to a large degree on reports through the police network. Last night 10 Downing Street highlighted the decision of the West Midlands police authority to seek a full report on the incident from Mr Geoffrey Dear, the area's chief constable.

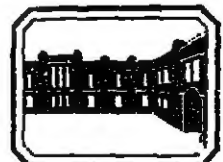
Mr Hurd insisted his two main priorities were to ensure that order was fully restored in the trouble affected part of Birmingham and make sure

Continued on page 2, col 1

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Inquest told woman on slimming diet lost 5 stones in five months

A pathologist gave a warning yesterday that people wanting to lose weight dramatically should seek medical supervision after hearing at an inquest that a mother-of-two had reduced her calorie intake "to near starvation level" on a slimmer's diet.

Mr Robert Davies, the coroner, recorded a verdict of death by misadventure on Mrs Lesley Eaton, aged 29, of Elizabeth Avenue, Droitwich, Worcester, who died in her sleep of heart failure last May after losing 5st 4oz, almost a third of her body weight, in five months.

"I am satisfied that the diet has, in fact, caused her death," Mr Davies told the inquest yesterday after hearing evidence from Dr Geoffrey Smith, consultant pathologist at Worcester Royal Infirmary.

Dr Smith told the inquest that Mrs Eaton had lost too much weight too quickly for someone of her build. She was 5ft 1in and slimmed from 17st 7lb to 12st 3oz.

"It is my opinion that someone as tall and as well-built as she must have reduced her calorie intake to near starvation level to lose that much weight in such a short time," he said.

The evidence showed that Mrs Eaton, "an essentially healthy woman", suffered heart

failure. "In my opinion death was due to cardiac failure, due to malignant cardiac arrhythmias due to inappropriate diet," Dr Smith told the inquest.

Mrs Eaton's husband Michael, aged 45, said his wife had been following a slimmer's diet and had seemed to be in good health. But he found his wife dead in bed after the children complained that "mummy wasn't very well".

Mrs Eaton started dieting in January and frequently won competitions at her local slimming club. She never complained of feeling ill, her husband told the inquest.

After the hearing Dr Smith said: "If people are going to diet drastically there should be some supervision. Sometimes people overdo it."

Dr Denis Craddock, author of the British Medical Association's *Slimmer's Guide*, said the greatest danger with crash diets resulted from an insufficient intake of protein.

"If the body does not get enough protein it will start to eat away at body tissue and muscle. In very rare cases the body will attack the muscle tissue in the heart. This is what seems to have happened in the case of Lesley Eaton," he said.

A typical daily diet showed that Mrs Eaton had taken in

between 30 and 35 grammes of protein, Dr Craddock said, "the minimum recommended level is 50 grammes". He said death from slimming was now very rare in Britain after the scares of eight years ago when about 50 people died in the United States on crash diets.

● Mrs Eaton's diet was inadvisable on two accounts: she lost weight too quickly, a loss of 2lb per week should be the limit for people dieting without close medical supervision, and she continued with a crash diet which was nutritionally inadequate for too long (Our Medical Correspondent writes).

A diet as stringent as this should not be followed for more than three weeks at a time unless under a doctor's orders, and the doctor is in a position to carry out regular blood checks. Mrs Eaton's diet was deficient in protein, carbohydrates, most of the essential vitamins and minerals.

An inadequate diet gives rise to deficiencies in potassium, magnesium and selenium, any of which can result in an irregular heart liable to develop a possibly fatal arrhythmia; for the pumping action of the heart to maintain life the chamber should beat in an organized efficient sequence, if this regular rhythm is lost failure may occur.

Air disaster claims may go to US courts

A partnership of two firms of solicitors is likely to lead punitive claims for damages after the Manchester air disaster in which 55 people died. Mr Roger Pannone, a Manchester-based solicitor, said yesterday that his consortium with Mr Michael Napier, a Yorkshire solicitor and Mr Daniel Cathcart, a Los Angeles attorney, would aim to take action through the Californian courts. All three are experts in litigation for families bereaved through such disasters.

Mr Pannone said that the ceiling of damages awards was much higher in California than in Britain and also that proof of defect of the aircraft's engines and fabric would be sufficient for the American courts to award damages.

The British courts, which have tended to award lower compensation in similar cases, would also need proof of blame, Mr Pannone said.

"We have had a meeting with the 26 solicitors representing more than 60 of the victims or their relatives and a decision will be made very soon on the action to be taken," he added.

Mr Pannone said he understood that the services of another American lawyer, Mr Arthur Daley, based in Philadelphia, who also specializes in representing victims of air crashes, might not be required.

Mr Daley's representative, Mr James Pearce, an investigator, caused controversy when he arrived on the doorstep of relatives two days after the disaster on August 22. The compensation sought will be against the makers of the crashed Boeing 737 and the manufacturers of the engine, Pratt and Whitney.

Mr Cathcart, who was described as one of the world's leading experts in this type of litigation, was still in Britain yesterday but was unavailable for comment. He was invited to Manchester by Mr Pannone because of his expertise.



Princess visits fair

The Princess of Wales at Britain's top international antiques fair at Burlington House in London yesterday. With the Prince who opened the show, she spent more than 90 minutes at the fair, the theme of which celebrates the quincentenary of the House of Tudor, with relics salvaged from the Mary Rose.

Council will appeal over reinstatement of headmaster

From Peter Davenport, Bradford

Bradford City Council is to appeal against the High Court decision that it should reinstate the suspended headmaster Mr Ray Honeyford.

He is to return to his post on Monday pending the outcome of the case.

Mr Honeyford has been suspended for six months over remarks he made in articles he wrote criticizing the multi-racial educational policies in the city.

The controversy angered parents, politicians and educationalists in Bradford and the headmaster faces an uncertain reception when he returns on Monday. Some parents have threatened to remove their children from Drummond middle school if Mr Honeyford returns.

After the decision to appeal against the High Court judgement was announced yesterday, councillors expressed their worries for Mr Honeyford's personal safety and the possibility of demonstrations by extremist groups.

Yesterday Mr Richard Knight, Bradford's director of educational services, said he believed a return to normal was possible if all parties redoubled their efforts for success.

He said the decision to appeal was taken after detailed legal advice from counsel, who said that the authority had good grounds.

"Important points of law and the whole relationship between local authorities, school governors and teachers have been put in doubt by the judgement. Because it affects many other education authorities the appeal is of national significance and we should be failing in our duties if we did not pursue it."

He added that the appeal concerns only the council's role as an employer and not the question of what Mr Honeyford may or may not have done.

The council chose to lift the suspension because of the "urgent need for reconciliation."

Lifting the suspension gives all concerned a chance to do this and provides Mr Honeyford with the opportunity of restoring the school as near to normality as possible while the legal machinery in the Court of Appeal takes its natural course," Mr Knight said.

Trial for £140m social security computer link

By Bill Johnstone, Technology Correspondent

A trial computer system, which is the forerunner of a £140 million network of 19,000 terminals in our 500 local offices, will provide staff with immediate access to claimant records.

"When completed, the project through a huge network of 19,000 terminals in our 500 local offices, will provide staff with immediate access to claimant records."

"They will be able to work out entitlement rapidly and accurately, and will also arrange for automatic payments of benefit. This will greatly improve the service to the public while providing a better, more modern environment for the staff."

The computers controlling the system when fully installed will cost about £30 million.

London voted best business city

By Tony Samstag

London has been voted the best business city and conference centre in the world for the second year running, *Business Traveller* magazine said yesterday.

More than 1,000 readers, who are predominantly British, male and managerial, responded to the survey which increased London's lead over other cities established in 1984.

"Business facilities, atmosphere, safety and friendliness, language and cuisine were considered the important factors," the magazine said.

Birmingham's National Exhibition Centre was the second favourite venue for conferences, although Singapore, replacing New York, was the second most popular all-round business city. Singapore was also second choice for the world's best

airline. Swissair came first with 23 per cent of the votes, and British Airways, although the most widely used, was third.

British Caledonian's "Caledonian girls" were singled out for praise: The airline came fifth.

The best business cities were: 1. London; 2. Singapore; 3. New York; 4. Hong Kong; 5. Paris; 6. San Francisco; 7. Zurich; 8. Tokyo; 9. Geneva; 10. Sydney.

Cuts in design costs may endanger roads

By Michael Bailey, Transport Editor

Roads and bridges could collapse as a result of Government attempts to cut down on design and construction costs, the Department of Transport has been warned.

Of 51 road schemes announced by the department yesterday, nearly half will, for the first time, be put out to tender among design consultants, or given to contractors to design and build.

Both methods, introduced as part of a search for economies by Mr Nicholas Ridley, Secretary of State for Transport, threaten the quality and independence of consultants, and the long-term economy of the roads, the department has been told.

Mr Gwilym Roberts, a senior consulting engineer and vice-president of the Institution of Civil Engineers said yesterday: "We have told the department that they might save 1 per cent on the design costs, but pay more for the road in the long run."

General Peter Feliereau, of

the Association of Consulting Engineers said: "The clutter of system buildings collapsing, expensively about their ears should be a warning that it is better to have quality design to start with."

Britain's 600 consulting engineers, employing 30,000 and earning £900 million a year, mostly abroad, regard themselves as an elite whose independence is threatened by Mr Ridley's proposals.

Lik architects, they normally take a set fee, typically 5-10 per cent of the cost of the work, and stand between the client and the contractor.

Under competitive bidding they fear attempts to cut fees and cut corners on design. They feel they could become subservient to contractors rather than their arbiters.

The Department of Transport said: "The Secretary of State believes that design and build will save taxpayers' money by cutting out duplication of effort."

Midlands beer is cheapest

The Midlands is the cheapest place in Britain to drink beer, while Londoners have to pay almost 25 per cent more for their pint, according to a survey published yesterday.

A pint of lager costs on average 79p in the Midlands, compared with £1.01 in London, 97p in the South-east, 87.5p in the South-west, 83p in Wales, 82p in the North-west, 80p in Scotland and 79.5p in the North-east.

In London, average price for a pint of real ale is 91p but only 67.5p in the Midlands.

"This is just one example of the chaotic inequalities of the present pub prices scene," *Caterer and Hotelkeeper*, which conducted the survey, said.

Prices have risen most in London, the South-east, South-west and Wales, by an overall average of 6.5p a pint.

They rose least in the North-east, by only 4.5p and by about 5p in the Midlands and North-east.

London is by far the most expensive region, and the Midlands the cheapest. Londoners pay almost a quarter more on average for every pint than Midlandsers.

Driving ban on former race champion

Alan Jones, aged 38, a former world motor racing champion was banned from driving for a year yesterday. He admitted driving with twice the legal limit of alcohol on his blood when he appeared before Lavender Hill magistrates, south-west London.

The Court was told that Jones, an Australian, had flown into Heathrow for a business meeting on the day of his cricketing countrymen's triumph at the Lord's Test on June 2 and was celebrating with friends. Mr Clive Watkinson, a car salesman of Hampstead, north-west London, told the hearing that he spiked their jug of orange juice, which Jones ordered, with vodka.



Star at funeral of daughter found in river

Holding a single red rose, Shirley Bassey, the singer, yesterday attended the funeral of her youngest daughter, Samantha Novak, at Westbury on Trym, near Bristol. She arrived at the chapel of rest shortly before the start of a private family service.

Miss Novak's body was recovered from the river Avon on Saturday. She had been missing from her flat in Bristol for about 10 days. Police are investigating her death, but have said they believe there are no suspicious circumstances. They have appealed for anyone who may have seen the girl in the days before her body was recovered to come forward.

An inquest which opened and adjourned for a month on Monday in Bristol was told that her death was due to the shock of hitting cold water.

Old comrades taste Kaiser's vintage

By Alan Hamilton

It was no ordinary champagne that was drunk in the Tower of London yesterday. Its colour was deep, but its zest was gone after the passage of seven decades.

Its grapes were picked on the northern slopes of the Montmartre under the very noses of the Kaiser's artillery. Twenty children, and uncounted adults, died at the harvest: the skies of Eprenay were full of the dying echoes of the Battle of the Marne.

Decanted into a huge silver loving cup, the rare juice of 1914, donated by M. de Chagnon from among the few bottles remaining in the cellars, was passed around the lips of 55 veterans of the Somme and Ypres, Mons and Passchendaele, who had gathered at the Tower to mark the 30th anniversary year of the founding of the Royal Regiment of Fusiliers, raised by James II

to quell Monmouth's rebellion. They are old men now, none under 80, and several still cruising comfortably at well over 90. "I don't remember much about it now," Mr Ernest Fields, a sprightly 93, said, "except that it was bloody awful—a massacre."

They were mere boys then, who volunteered in response to Kitchener's pointing finger, and ignorant of the wholesale carnage of the trenches. On their lunch tables yesterday were some reminders of the few comforts of front-line life: packets of Woodbine, bars of Cadbury's chocolate, and a tin of Princess Mary's trench comforts, containing tobacco and cigarettes.

In 1685 the fusiliers were an elite force, equipped with the latest weapons. They won battle honours in the Peninsular War, and their Lieutenant Maurice Dease won the first

VC of the Great War, at Mons. That conflict cost the fusiliers 22,000 lives; 1 in 11 of their strength. Today they have a battalion in south Armagh, one at Caterick, and one about to depart for Cyprus.

Defence cuts have forced amalgamations with other regiments of fusiliers — the Warwickshires, Northumberlands and Lancashires but, according to the regiment's present Colonel, Major-General David Woodford, yesterday, "we retain a strong identity, because we all had a common history."

Yesterday the veterans raised their precious toast to the lines of Alan Seeger, America's Rupert Brooke:

In beaming cups some spark of me shall still
Brim towards the lips that once
I held so dear.



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SDP/TORQUAY Leader's closing speech • Strategy for high technology • Top salaries • Miners' strike

Commentary

Geoffrey Smith

This has been the best conference that the Social Democrats have had. It was larger than before. The standard of speaking was generally higher. The debates were well attended. The ration of coffee-drinking to listening must be lower at the SDP than at any of the other party conferences.

The conference displayed as much unity as it is reasonable to expect of a political party. More than before, the Social Democrats seem to have accepted their partnership with the Liberals, the references to the Alliance were more frequent and more favourable. Not the least of the SDP's assets is that Dr Owen confirmed his position as a strong leader whose authority is unquestioned.

Whether his speech ended the conference on an appropriately high note is matter on which there are divided judgements. The sheer force of Dr Owen's personality always comes through, especially on the big occasions. He had a number of sensible things to say, and it may have been deliberately low-key. Dr Owen has so often been accused of conducting a one-man band that he may have judged it wiser not to attempt a bravura performance.

I suspect that it may have sounded better on television, particularly in excerpts, than it did to me in the hall. Delivered with the barest of notes, it seemed to be rather loosely constructed, and less eloquent than some of the other speeches over the past few days. The few attempts at purple passages were the least successful parts.

Owen's weakness is in words

There is here a political point of broader significance. Mr Steel's weakness as a politician lies in the substance of policy. His expertise is in tactics and presentation. Dr Owen's weakness is in words. With his scientific training, they do not come so easily to him as to many other politicians of lesser stature.

This is more than a technical deficiency. He does not have a sensitive ear. Indeed, he is not really a sensitive politician. That is his greatest weakness. But it is also one of his greatest strengths.

It means that he is unlikely to be remembered for the style and wit of his oratory. But it also means that he does not suffer from the embarrassment that inhibits many other politicians. He is not daunted by obstacles that would deter them. The greatest problem for a new party is to be taken seriously, and its most precious asset is a leader who takes himself seriously.

Under his leadership, the SDP has become a party that takes itself more seriously. It is more political. This may not please all of those who were attracted to it by the appeal of what was known as the new politics. But there are limitations to what can be achieved by an anti-political political party.

It is all very well to scorn the baser forms of the politicians' art, but it is another matter to disregard the basic techniques. We would not readily put our trust in an electrician who adopted such an approach to his trade.

I believe that it is wholly good that the SDP has become more political. But it has not become earthy. It remains predominantly middle-class, with a rather fastidiously earnest approach. It still lacks that dash of vulgarity that is so helpful in politics.

Defence differences papered over

There are aspects of policy on which, not surprisingly, more work needs to be done. The difference with the Liberals over defence have been papered over, rather than eliminated. More explanation is required on another occasion to make the SDP's reliance on incomes policy seem convincing.

It is not enough to say that the party's economic strategy requires a credible incomes policy. If it cannot get one, then the strategy will need to be changed. To do otherwise, would be to set up a superstructure on a foundation of wishful thinking.

But enough has been done at Torquay this week to provide a good opportunity for the Liberals at Dundee next week. If they can give an equal impression of good sense, then the Alliance should emerge stronger from this party conference session.

Partners 'have role in new political climate'

The voters liked the partnership between the Social Democratic Party and the Liberals, they like to see two parties working together. Dr David Owen, leader of the SDP, said in his closing speech to the annual conference in Torquay yesterday, for which he received a standing ovation.

"We must treat them straight level with them," he declared. "The majority of the people believe that no one party is going to hold a majority at the next election and that kills stone dead the Labour and Tory propaganda that a vote for us is a wasted vote."

The next scare the other parties would run was that a balanced Parliament was a hung Parliament, an indecisive Parliament, an illegitimate Parliament. The sharing out of the spoils between the other parties had all changed.

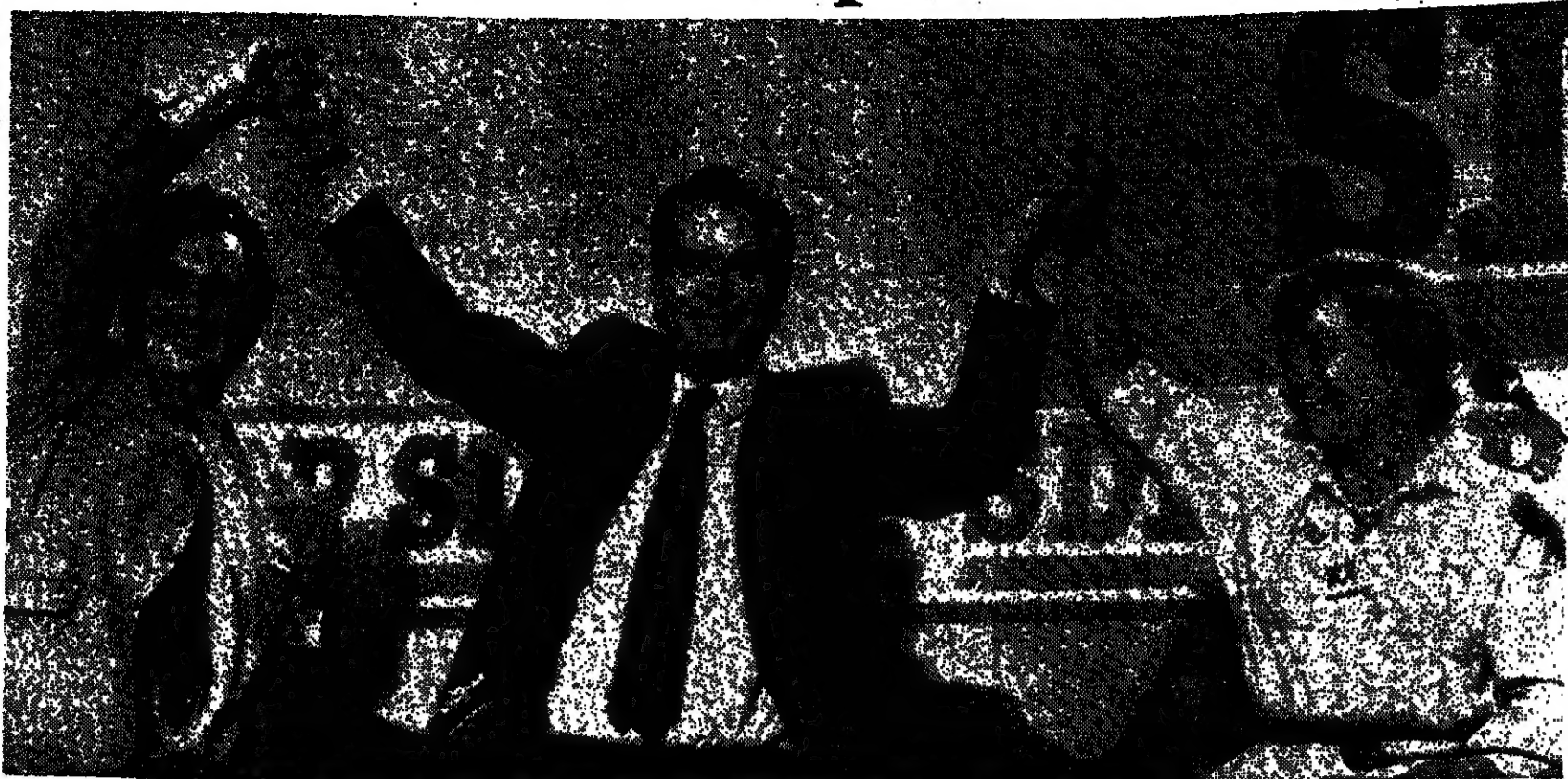
"If we do not win power outright, as we all hope we will, we are ready, willing and committed to forge a new government on the basis of a negotiated programme. It is not letting in the Tories or letting in Labour. It will be a totally new programme, a new government. We will filter out the extremists, the nonsense, the cant, the humbug and the ideology. If they will not negotiate with us we will vote them down," he said.

At all stages they would act within the constitution, and the legitimacy of the country and would talk first, if they did not have the largest number of votes in a balance situation, to the party with the most votes.

"If they do not want to talk to us we will talk to the other party," he said. "And they will have some explaining to do to the electorate."

They seem to believe that if they have a majority of MPs they have the automatic right to be prime minister. Nonsense. It is the Queen who decides that. It is entirely her prerogative. It does not have to follow. It is perfectly possible for her to determine she should only create a prime minister if he has been able to convince her that they have a majority in the House of Commons.

"We are living in different politics, we are living in a new world in which people are determined to play a different part - an open democracy, a democracy that respects the rights of individuals, a democracy which also wants the community spirit, a democracy which believes in individual rights and human rights and individual justice but also sees



Trio in accord: Mr William Rodgers, Dr David Owen and Mrs Shirley Williams at Torquay yesterday (Photograph: Harry Kerr).

Reports by Robert Morgan, Derek Barnett and Amanda Haigh

merit from time to time in collective action, in the cohesion that comes from compromise, and there is nothing wrong with that."

That was what happened in the Alliance - they had to share. The SDP should create a climate which started to end the divisions and the bitternesses and the disillusionment that had been seen in Birmingham, a sense of having no longer anything to contribute to society because people could not work and had not much money to enjoy things and felt left out.

"Let us count them in," Dr Owen said. "Let us given them a say and let us ask the people to have the guts to join us. To

want to support us. We will earn those votes together with our Liberal partners. At the next election we will start to change the face of British politics."

Dr Owen said the case that the Alliance was putting to combat unemployment had strengthened the case that there was an alternative and that they would not tolerate the present levels.

When the country woke up the previous day to the appalling events in Birmingham, many must have been impressed to see this party discussing the deep causes, the underlying roots of so much of the tragedy, horror and violence seen on television screens.

The people must have been convinced, more importantly the black people themselves who felt discriminated against, and that racial justice was something that they would ensure was truly fulfilled.

The Scarman Report had concluded that there was not in Britain institutionalized racism. That conclusion was too comfortable. No one could see the discriminatory statistics in housing, in jobs, in the standard

of living, and in opportunities without those of us who had shared in the decision making of those institutions accepting a big responsibility.

People are interested in how the SDP was discussing the problems of crime, violence, and vandalism, the support for the police, but with an absolute insistence that policing must be on the basis of consent.

The party had developed a defence policy of which the chiefs of staff could be proud. It was supported by those who knew there must be disarmament, arms control and a genuine search for détente between East and West.

The policy was sound and strong in defending the nation's security. The party could hold within its midst a diversity of opinion. It would be a shallow party if everyone had to agree.

He added: "Do not let us become obsessed with the Conservative Party and the Labour Party, least of all with their leaders."

"I am told, and there is a little justice in this criticism, that I suffer fools badly. The problem is that she shuffles fools gladly. The problem with

the Labour Party leader is that he soft-shoes shuffles foolishly."

Britain's relative decline in the standard of living was deep. It would take more than one government, probably more than two to correct it. "Some people say I am a bit too tough and determined, but this country cannot go on escaping that reality."

He was worried about nuclear weapons and how to get agreement between the United States and Russia. Despite the much-vaunted personal friendship between the leaders of the United States and this country, the way the Prime Minister had

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What a unique opportunity there was over Star Wars. "We do not want it, the world does not want it and no one needs it, yet we go along with a begging bowl hoping to pick up some research and development contracts," he said.

The contracts the US was interested in giving to Britain were the ones in which Britain already lost. How much better to say that we differed over Star Wars and did not want the contracts.

Another important question was how to increase economic activity and demand, without fueling inflation.

In their determination to grapple with inflation they were dealing with unemployment. The two went hand-in-hand. He did not want to have to introduce statutory regulations on wages. He would far prefer a voluntary agreement and understanding with the leaders of the trade union movement and with the leaders of British management. He did not want a partial contact with one side of industry but between both.

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Scientists are urged to drop jargon and learn to communicate

By Thomson Practice Science Correspondent

Scientists must stop baffling the public with jargon and learn to communicate with ordinary people as a matter of urgency, the Royal Society says in a report published today.

Improving the general level of public understanding of science is a priority for the well-being of the country, and all scientists should consider it their duty to help the society says.

The Royal Society, the foremost scientific group in Britain, has produced a list of proposals for action, aimed at industry, education, the mass media, the lay public and scientists.

The report is the result of a two-year study into ways in which public understanding of science might be improved. Such improvements can lead to greater national prosperity, the society believes.

"Hostility, or even indifference, to science and technology, whether by shopfloor workers, by management or by investors, weakens the nation's industry," the report says.

"Such an attitude appears to be more common in Britain than in our major industrial competitors such as the United States, West Germany and Japan."

There would be a considerable competitive advantage if those who hold positions of responsibility had at least some understanding of what science and technology can and cannot achieve, the society says.

The public should be helped to understand the scientific aspects of such issues as acid rain, nuclear power, in vitro fertilisation or animal experimentation, because of the importance of public opinion in Britain's decision-making process.

"The scientific community needs to do much more than it now does to help achieve this," the report says. "The language must be simple, free of jargon and intelligible to the general lay public."

The Royal Society recommends that all school pupils should follow a broad course of science and technology up to age 16, and calls for much greater priority to be given to appropriate science courses in all primary schools.

The status and salary of teachers must be improved so that a larger proportion of teachers with the insight and ability to impart the excitement of science can be attracted into the profession.

Newspaper editors and their senior staff are urged to take "a much more positive attitude to the role of science" and to give the subject more space. Science output on television and radio should be sustained and increased where possible.

"But our most direct and urgent message must be to the scientists themselves: learn to communicate with the public, be willing to do so, and consider it your duty to do so," the report concludes.

"Within the scientific community, there is still often a stigma associated with being involved in the media. Such attitudes are not appropriate."

The Public Understanding of Science Publication sales department, The Royal Society, 6 Carlton House Terrace, London SW1Y 5AG, £6.90.

Killings inquiry promised by Sikhs

From Richard Ford
Delhi

The Sikh Akali Dal Party launched its Punjab election manifesto yesterday, promising a judicial inquiry into all killings in the state and strongly defending its three-year agitation.

The manifesto hails the agreement between Mr Rajiv Gandhi, the Indian Prime Minister and Sant Harchand Singh Longowal, the Sikh's assassinated leader, and pledged financial help to those who suffered during the protests together with measures to restore the economic fortunes of the state.

If it wins power in the elections on September 25, the Akali Dal say it will free all Sikh youths detained without charge and find them jobs. It will also set up a judicial inquiry headed by a High Court Judge to investigate killings in the state.

In a foreword to the manifesto, launched in Chandigarh, the party says the settlement between the Government and the Akali Dal "vindicated" its position and restored to Sikhs "a place of pride and dignity in the Indian mainstream". It criticises past policies of Congress (I), an attitude in contrast with the ruling party which is anxious to forget the past and in particular the role of the former Prime Minister, Mrs Indira Gandhi.

Omission references to her from the Congress (I) election strategy was neatly summed up in a cartoon on the front page of the *Indian Express* which showed Mr Gandhi saying: "Mum's not the word".

The manifesto says if the Akali Dal's demands had been conceded earlier the state and nation would have been spared much agony and it accuses Congress (I) of "shallowness" in its former policies. It promises pensions to those who suffered during the agitation.

Flowers create a thorn in Palme's side

From Christopher Mosey
Stockholm

A small flower kiosk on a street corner of Stockholm and the woman who runs it, "the Eliza Doolittle of the South Side", may hamper the Social Democrat Prime Minister, Mr Olof Palme's, chances of re-election when Sweden goes to the polls on Sunday.

Such kiosks, equipped with hot and cold running water and often a telephone and colour television, are a cornerstone of commerce in Sweden, a potent symbol of individual enterprise and initiative.

This week, the case of Kerstin's Kiosk, became an election issue when it was taken up by the Liberal leader, Mr Bengt Westerberg, who sees it as a classic example of private initiative hindered by socialist bureaucracy.

Mrs Kerstin Teanstad bought the rights to her kiosk in January last year from the Socialist Democrat controlled city council and was granted a permit to sell flowers by the highways authority.

Five months later she was told the kiosk was under the jurisdiction of the parks department, who said it should be moved.

The highways authority offered a site across the road but the planning department said the kiosk was not in good enough shape and recommended that the recreation committee let it stay where it was. Three other committees are now considering the matter.

Small though it may be, it is an issue that strikes a responsive cord with Swedes who are



Mr Palme campaigning with his party's symbol, a red rose.

0.5 per cent lead over Mr Palme's Social Democrats.

Mr Westerberg has outshone his allies, making a particularly good impression on younger voters, one in three of whom are reckoned to be uncommitted.

The conservative leader, Mr Ulf Adelsohn, the most likely candidate for Prime Minister in the event of a non-Socialist victory, has been less convincing.

He has tended to speak first, think later. On visits to a nuclear power plant, he announced that he would be prepared to swim in the waste water to demonstrate his faith in its lack of radioactivity.

The remark angered the third non-socialist leader, Mr Thorbjörn Fälldin, whose Centre Party is against nuclear power.

This campaign will probably be Mr Fälldin's last. Plagued by illness before it began, the man who was Prime Minister between 1976 and 1982, has fought a floundering and inept battle.

In striving to maintain an independent image for his party, he has succeeded only in harming the unity of the non-socialists who have, as a result, yet to agree a common programme.

Mr Palme's Social Democrats, while still most likely to win, albeit by a slim majority, may have harmed their chances with a massive "overkill" advertising campaign suggesting that Sweden will become an uncaring society if the non-socialists take over.

Most teachers favour tradition

By Lucy Hodges, Education Correspondent

Teachers in England and Wales are traditionalists rather than trendies, in favour of the cane and against mixed ability teaching and the abolition of grammar schools, a new survey shows.

The most traditional teachers are those in craft and science subjects; older teachers; and those from the rural areas of Wales, East Angles and the South-west, according to the research undertaken by Dr Alison Kelly, a sociologist at Manchester University.

Modern language and English teachers are much less traditional and teachers of humanities, subjects, history, geography, social studies, religion and economics are innovative. A total of 870 teachers were polled and the response rate was 43 per cent.

The survey showed the teaching profession to be united on many issues, particularly sexual and racial equality, but still divided on some of the changes of the past 20 years. Of those surveyed, 48 per cent were against abolishing all remaining grammar schools, and 41 per cent were in favour, with 11 per cent not sure.

Asked whether mixed-ability groups held back clever children, 56 per cent of teachers agreed, 30 per cent disagreed and 14 per cent were not sure. Similarly, 62 per cent disagreed with the notion that most subjects were best taught in mixed-ability groups, with 19 per cent agreeing.

On corporal punishment, 50 per cent of teachers thought it should be available in schools and 37 per cent thought it should not.

The study, published in the latest issue of *British Educational Research Journal*, commented that a belief in sexual equality seemed to blind teachers to the many inequalities that exist in schools. The survey showed that researchers have documented the ways in which girls are disadvantaged in secondary schools, but "most teachers remain unconvinced or unaware of this."

"Science teachers, especially the all-female domestic science staff, were more sceptical than arts teachers," the researchers said.

They recommended a vigorous programme of training for teachers. "The Sex Discrimination Act has made overt discrimination illegal, and most schools have responded by ending formal segregation," they said.

"As with comprehensive schooling and mixed-ability teaching, so with sex stereotyping, if teachers remain unconvinced of the reasoning underlying these reforms, they will reproduce the old structures within the new ones."

Call to teach boys homecraft skills

All pupils, boys as well as girls, should study home economics in preparation for the adult responsibilities of family life, a discussion document published by Her Majesty's Inspector of Schools says.

The booklet, the fifth in the Inspectorate's *Curriculum Matters* series, acknowledges that it is difficult to persuade boys to take the subject when they make the choice at 14. It proposes that boys be taught as much home economics as possible between the ages of 11 and 14.

The booklet says that at the age of seven all boys and girls should know and understand how different members of their family are related, and the kinds of task needed to run a home. They should know about the colour and flavour of

different foods, and the names of common clothing and finishing materials.

"At the age of 11 they should have grasped simple notions of value for money, the principles of a balanced diet, and the ways in which tasks may be matched to their own abilities."

"At age 14 boys and girls should know the responsibilities associated with bringing children into the world, basic cooking and the causes of soiling fabrics and how to clean them."

"At the age of 16 pupils should appreciate the needs of shelter, clothing, food and care, and understand about heating, insulation, lighting ventilation, air pollution, gas and electricity."

Home Economics from 5-16, *Curriculum Matters 5* (Stationery Office, £1.50).

Oak and ash to replace conifers at Thirlmere

The North West Water Authority is to fell 112 larch and cypress trees around Thirlmere in the Lake District and replace them with oak, ash, birch and other broadleaved trees. The action is in response to a court case brought in Keswick earlier this year.

Mrs Susan Johnson, aged 67, of Ravensglass, daughter of Lakes conservationist H. H. Symonds, claimed that the authority had failed to plan the proportion of native trees required under the Manchester Corporation Waterworks Act of 1879.

The magistrates agreed with her, but did not make an order as the authority said it already intended to plant more broadleaves.

Mother charged with murder

Angela Alleyne, aged 23, appeared at Crampton Green Magistrates' Court, south London, yesterday charged with murdering her son, Tyrone, aged five, and her daughter, Keisha, aged three, at her home in Herne Hill, south London, between September 7 and 9.

No application for bail was made and she was remanded in custody for seven days.

Games for blind are top

By Tony Samst

A meticulously crafted box of games for the blind was the grand prize winner yesterday in the twenty-ninth annual war pensioners' handicrafts and art exhibition at the Victory Services Club, London.

Its creator is Mr Frederick Claude Galway, aged 65, of Sandbach, Cheshire, who went blind during the four years he was held as a prisoner of war in Poland and Russia after his injury and capture near Bologna in 1940.

The box, in solid oak, holds a set of playing cards adapted with the braille dots, dominoes with raised nail heads, and distinctively shaped draughts and chess sets to be played on a board with raised and sunken squares.

The Department of Health and Social Security Challenge Shield was presented to Mr Galway by Lady Trumpton, Parliamentary Under-Secretary of State at the department.

Post Office on course for letters record

By Martha Fletcher

The Post Office, which made a £149 million pre-tax profit last year, predicted yesterday that it will handle a record volume of inland letters this year as a result of its success in reducing costs and holding down prices.

Figures for the first four months to July of this financial year show that 200 million, or 6.3 per cent, more letters were posted than in the corresponding period last year.

In contrast to the slump of the 1970s, this is the fourth consecutive year of growth, and with the cost of a second-class stamp being 60p, a penny in November, the Post Office believes it is on course to beat the record 11 billion letters it handled in 1967-68.

Sir Ronald Dearing, the Post Office chairman, attributed this growth to the easing of postal charges and to a 7.2 per cent reduction in real costs over three years. This reduction, 2.2 per cent above target, has been achieved largely through enhanced efficiency, but also through the initial effects of a programme of closures of 1,100 uncommercial main and sub-post offices.

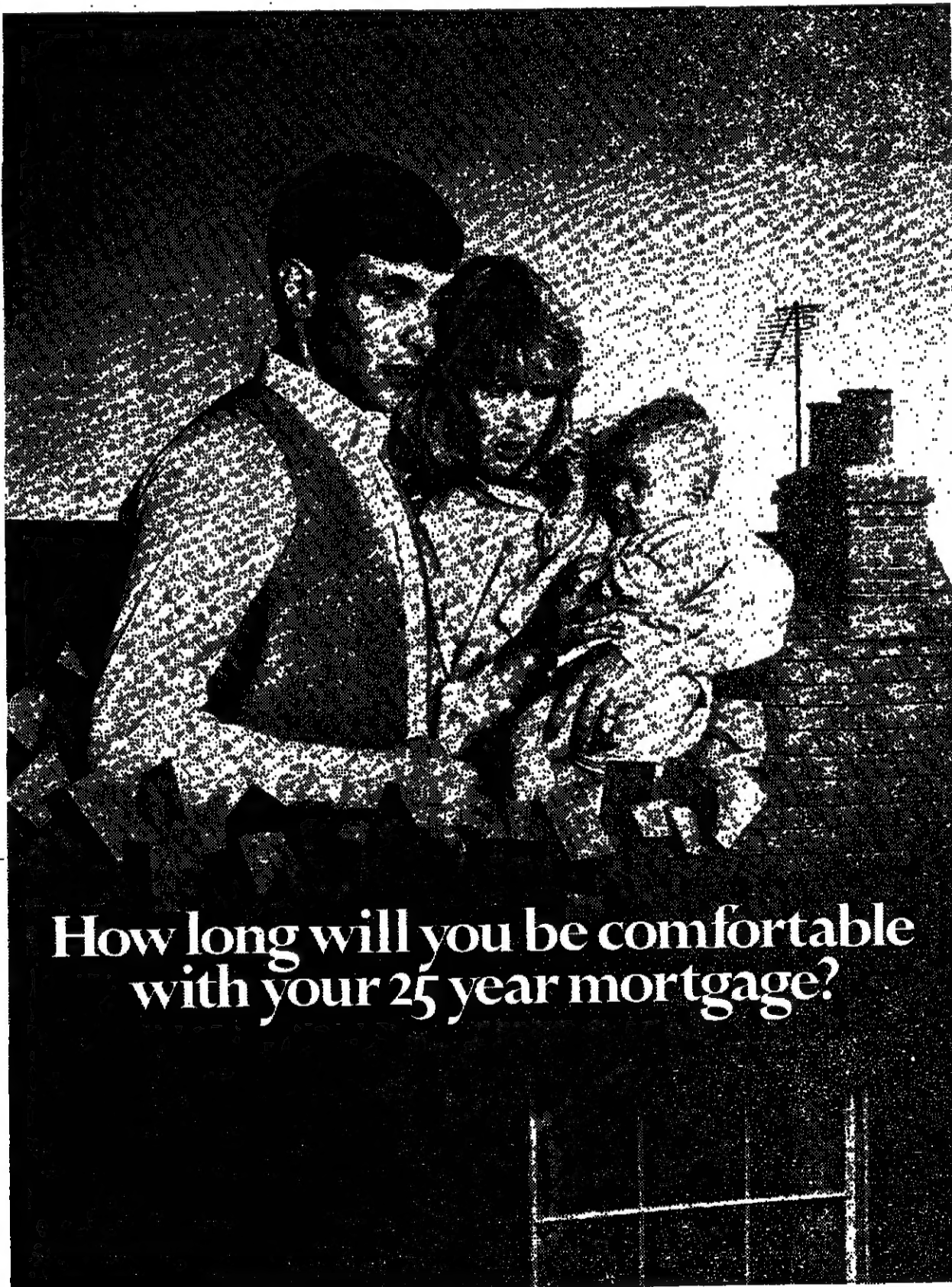
Post office charges will be down 5 per cent in real terms this year and are the cheapest of any EEC country apart from Greece.

The figures also show that the Post Office is improving its delivery record.

Last month it came within 1 per cent of achieving its target of delivering 90 per cent of first-class letters by the next working day.

Sir Ronald attributed that to a marked reduction in local office disputes which marred performance last year and earlier this year, and to a £2 million investment in schemes to improve service.

Of second-class letters, 93.5 per cent were delivered within three working days in July, 2.5 per cent below the Post Office's target of 96 per cent.



How long will you be comfortable with your 25 year mortgage?

These days, very few of us stay in the first home we buy.

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The Homebuilder Plan is one of Hill Samuel's latest ideas.

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South Africa in turmoil

European Parliament urges Britain to reconsider its stand

From Jonathan Braude, Strasbourg

Britain's decision to block agreement on joint EEC measures against South Africa "offers a glimmer of hope to those who want to maintain apartheid," the European Commission for external affairs, Mr Willy de Clerq, told the European Parliament here yesterday.

Speaking to a House so divided on the issue of sanctions that it had so far been unable to reach a compromise on a resolution on South Africa, Mr de Clerq said the British move did not help Europe and weakened the political signal that the Community was sending to Pretoria.

The Commissioner called on the British Government to reconsider its position, as he said, "because the economic pressure on South Africa must be maintained."

British Conservative MEPs, however, spoke in favour of the cautious British attitude to sanctions.

Mr Christopher Jackson, Conservative MEP for East Kent, and member of Parliament's development committee, spoke against sanctions. "There can be no doubt that the greatest, most effective weapon against apartheid is economic growth," he said.

Growth, he argued, put greater spending power in the hands of the black majority and integrated them in management, administration and society.

Lord Bethell, also speaking for the Conservatives, said that the best way to subvert apartheid was from within - by encouraging greater investment.

But the Socialist group expressed its disappointment over the British stand.

In a last minute move on Tuesday evening, Mr Malcolm Rifkind, Minister of State, at the Foreign Office, refused to give British consent to a list of measures against South Africa, including the withdrawal of military attaches, an embargo on sales of oil, military and paramilitary equipment and sensitive technology to South Africa and a prohibition of new contracts for nuclear cooperation.

His action left other member states the option to act individually but prevented the EEC from forcing Britain to take measures it could not accept.

Thatcher line criticized

By a Staff Reporter

The British Government's resistance to concerted EEC action against South Africa was condemned by the Labour and Liberal parties yesterday.

"Mrs Thatcher's Government has shown by its resistance to any extra pressure on apartheid what 'last ditch' really means," Mr Neil Kinnock, the leader of the Labour Party said. It is the shameful hole into which this Government has crawled."

Mr Alan Bethell, Liberal

spokesman on overseas affairs, said that Britain's trade and political relations with other African countries would suffer from the Government's stand.

"The suggestion that the Foreign Office needs more time to think is no more than a lame excuse. The word has gone out from Mrs Thatcher that Britain wishes to remain friends with the South African regime and that every attempt must be made to stop effective measures being taken."

Democrats still firm on sanctions

From Michael Binyon, Washington

Determined not to let President Reagan off the hook over sanctions against South Africa, Democrats in the Senate yesterday pressed for a swift vote on the congressional sanctions Bill which they still hope might be passed with the help of dissident Republicans.

At the insistence of Democrats determined to seek a confrontation with the White House, the Senate was due to vote yesterday on cutting off a filibuster begun on Monday, thus opening the way for a full vote on the Bill. The Democratic leadership announced beforehand that it would try again today to halt the debate if it could not muster the necessary 60 votes yesterday.

The Republican leadership has agreed to put any vote on a sanctions Bill until next spring to avoid a clash with President Reagan, who has announced he would veto the measure.

But the Democrats, exploiting the differences within the Republican Party between the leadership and several liberal senators, are determined to use the issue for a broad challenge of the Republicans' moral and political leadership.

Their combative strategy was summed up by Senator Edward Kennedy who said on television: "The Republican Party is at a crossroads. It must decide whether it wants to be the party of Lincoln or apartheid."

Mr Reagan gave as a reason for his transparently political U-turn in imposing limited sanctions, his wish to create a bipartisan approach to South Africa so that the US could speak to Pretoria with one voice. But anti-apartheid campaigners have bitterly resented what they see as a pre-emptive move to undercut stronger congressional sanctions.

"We will not abandon the fray," Senator Alan Cranston (Democrat, California) said. "There are a lot of Republicans with us - it's not partisan with us."

The White House is determined not to let Congress set the pace in foreign policy, and says the South Africa issue is an important test of presidential authority. It pressed Senator Robert Dole, the Republican majority leader, to go along with a postponement of the Bill.

Doubts over Botha citizenship pledge

From Michael Hornsby, Johannesburg

President Botha yesterday opened the way for the reversal of key aspects of apartheid policy by announcing his government's willingness to restore South African citizenship to millions of black people deprived of it in the name of "separate development".

Addressing a congress of the ruling National Party in Orange Free State, he did not, however, say when the restoration of citizenship would occur, nor what black political rights, if any, would flow from it. As so often in the past, his speech raised as many questions as it answered.

Typical of the ambiguous tone of much of the speech was Mr Botha's pledge to hold a referendum (among whites) if "fundamental drastic change" were required to accommodate blacks in a new constitutional structure. But he did not acknowledge that any such change would, in fact, be necessary.

The President first hinted at revision of the citizenship laws - a long-standing black grievance - last January when he opened the first full session of the new tricameral Parliament for whites, Indians and mixed-blood Coloureds. He referred to it again in his disastrously anticlimactic Durban speech on August 15.

Policy hitherto has been to assign all South Africa's 22.8 million blacks to one or other of 10 tribal "homelands", from Pretoria. As independence is attained, South African citizenship is replaced by citizenship of the homeland concerned.

The rationale for this system was that with the loss of citizenship blacks lost any claim to exercise civil rights in South Africa. Instead, their political aspirations had to be satisfied within the confines of the homelands, each of which has its own tribal government.

On the question of black political rights, Mr Botha said: "The legitimate political aspirations (of blacks outside the homelands) will be accommodated by structures within South Africa," but he revealed no more than in previous speeches about the form these structures might take.

Mr Botha said that blacks' "sense of rejection and the perception that they were being cut off from South Africa's financial and economic resources" was one of the reasons for restoring their South African citizenship, which in future would be clearly stated on identity documents.

Grand Prix threatened

Rio de Janeiro, (AP) - The Brazil Government has asked the Brazilian Auto Racing Confederation to request a transfer of the South African Formula One Grand Prix to another country, the foreign ministry said yesterday.

The request to the Paris-based International Federation of Automobile Sports was made to uphold sanctions taken by

Brazil against apartheid and to stop Brazilian drivers Nelson Piquet and Ayrton Senna from competing in the race, ministry spokesman Renato Guimaraes said in Brasilia.

President Jose Sarney of Brazil last month ordered sanctions on South Africa banning cultural and sports exchanges, oil exports and arms sales.

The ship struck the iceberg and collected their valuables. Of the \$7 million (£5.2 million) worth of diamonds said to be in the Titanic's vault there is no sign on the manifest. "Yes, there was a diamond merchant aboard," Mr Eaton said, "and he had some uncut diamonds with him. But his family made an insurance claim for no more than \$5,000."

The highest insurance claim was made by a Mrs Cardozo, who claimed \$174,000 but only a small amount was for jewelry, and most of the claim was for clothing and luggage. The most valuable single item lost was a painting, *La Circe et le chien*, by Blouet, valued at \$100,000.

The cargo manifest of the Titanic was published in the *New York Times* on April 21, days after the disaster, and Mr Eaton has compared this list with the original manifest now in an American public records office. The lists matched.

The manifest provides no

evidence of high value shipments of jewelry or precious metals. It records the loading of cases of wine, cheese, fruit, furniture, textiles, hides, a car, orchids, straw hats, champagne, books, potatoes, machinery, soap, and shelled walnuts.

It also includes two cases of grandfather clocks, a case of gramophones, horse hair, hair, pets, rabbit fur and ostrich feathers, briar pipes, 76 cases of dragon's blood, and \$24,000 worth of opium for the manufacture of medicine.

There was a \$5,000 insurance claim for a 25hp Renault. But most of the insurance claims were modest, and were paid out at six cents to the dollar.

Mr Eaton, aged 60, a New Jersey schoolteacher, became interested in the Titanic when he saw a painting of the sinking in a magazine nearly 40 years ago. He helped found the Titanic Historical Society

Letters, page 15



President Marcos and his wife Imelda arriving at the Mass in Manila on his 68th birthday.

Voices tell Marcos to carry on

From Keith Dalton, Manila

President Ferdinand Marcos celebrated his 68th birthday with a rain-soaked "thanksgiving mass" in a Manila park yesterday. He told a crowd of 25,000 that "voices" had told him it was not yet time to end his 20-year presidency.

Buffeted by the nation's worst economic crisis, mounting calls for his resignation and parliamentary impeachment moves over his alleged hidden wealth abroad, Mr Marcos said he would stand down "if for any moment I shall find myself incapable of meeting or fulfilling the oath of office of the President of the Philippines".

He said he would resign if he

could not improve the life of the 52 million Filipinos.

"However, I heard other voices," he said, diverting from his prepared text. "And these voices tell me that this is not the time to leave the presidency."

The Mass was officiated by Manila's Archbishop, Cardinal Jaime Sin, an outspoken government critic, who made only a passing acknowledgement of Mr Marcos' birthday in his homily.

As in other years, Mr Marcos declared September 11 a national holiday. Although it is officially called "Barangay Day" - to honour the achieve-

ments of the country's 40,000 Barangays or neighbourhoods - few Filipinos believe this to be anything but a transparent attempt at humility.

In any case, it was declared a "working holiday", meaning that except for those who attended the rally, everyone else had to report for work.

In obvious reference to the worsening peace and security situation in the country, Cardinal Sin described the barangay as a physical sanctuary of life that "cries out against the injustice of those whose wanton bullets shatter the hearts of innocent victims".

Mururoa trip by Mitterrand will reinforce stake in S Pacific

From Diana Geddes, Paris

Widespread approval has greeted President Mitterrand's surprise announcement of his planned visit this week to the French nuclear test site on Mururoa atoll.

Although considered a typical Mitterrand coup de theatre the announcement has been welcomed by the right and most of the left as a timely reaffirmation of France's strategic interests in the South Pacific and of its determination to continue nuclear tests in French Polynesia, despite criticism of both following the Greenpeace affair.

His planned visit comes at a time of increased nervousness among France's remaining overseas territories, which include French Polynesia, over their future relationship with France. The elections for new regional assemblies in New Caledonia at the end of the month are seen by many as a first step toward total independence for the islands.

President Mitterrand's decision to stop off in the French Overseas Department of French Guiana, en route to Mururoa, to attend the launch of the Arianespace Ariane space rocket at Kourou on Friday night, is certainly designed to reassure the overseas territories of their continued importance to Mururoa.

France, as well as to demonstrate his great interest in promoting Europe's role in space and in other advanced technologies.

Commenting at yesterday's Cabinet meeting on his decision to go to Mururoa, Mitterrand insisted, "France's position in this region deserves every possible attention".

Replying to criticism of his opposition to French nuclear tests before he became President, Mitterrand admitted that he had "proposed other strategies at other times". But it was that strategy which enables France to maintain its place in the world.

Despite the international outcry over France's alleged involvement in the sinking of the Greenpeace boat Rainbow Warrior, Mitterrand made it clear last month that nuclear tests at Mururoa would "continue for as long as is considered necessary for France's defence".

At the same time, he reiterated orders to the French forces "to prevent, if necessary by force, any unauthorized entry of French territorial waters or airspace around the Polynesian atoll." A Greenpeace boat is now on its way to the atoll with the intention of protesting against, and if possible disrupting, nuclear tests at Mururoa.

Koch's third win a landslide

From Trevor Fishlock, New York

Mr Edward Koch, who says rival He is the third New York mayor to win a third term. He looked invincible from the start. With his flair for publicity and all the advantages of incumbency, he ran on his record of providing firm management and strengthening New York's economy, reminding voters that when he became mayor the city had been in serious financial trouble.

Mr Koch, aged 60, has a more than three-to-one majority over Miss Carol Bellamy, the City Council President, who was his main

on blacks and Hispanics. His relationships with black leaders have often been stormy.

Opponents have emphasized that there is a lot wrong with New York, an acute housing shortage, a deplorable subway and high crime and poverty rates - but the Mayor's message to voters was that things are getting better.

He set out in his campaign to improve his relationship with blacks, who make up nearly a quarter of the population, and the Hispanics who are a fifth.

Government officials in El Salvador apparently fear that the kidnapping of Ines Duarte, eldest daughter of President Jose Duarte, may have been the work of left-wing guerrillas seeking the release of one of their captured leaders.

Unidentified gunmen kidnapped Señora Duarte in San Salvador on Tuesday afternoon, killing one of her bodyguards and critically wounding another. The President was yesterday still waiting to hear from the kidnappers.

Señora Duarte, aged 35, was arriving for a class at a private university in the Salvadoran capital when, according to military sources, three men opened fire on her bodyguards and dragged her by her hair into a van.

Government officials appear to believe that the kidnapping was the work of the left-wing guerrilla organization, the Farabundo Martí National Liberation Front (FMLN).

There is speculation in government circles that if the FMLN was responsible, it may ask for the release of a captured senior guerrilla commander, Nidia Diaz, in exchange for Señora Duarte's safe return.

A friend of the Duarte family said there was a suspicion, as yet unconfirmed, that a female university companion of Señora Duarte may also have been kidnapped by gunmen.

Girl in suicide car bomb attack

Beirut - For the second time in eight days, a Lebanese suicide bomber - this time a teenage girl - yesterday attacked an unmanned checkpoint of Israel's proxy "South Lebanon Army" militia in the south of the country, killing only herself in the explosion (Robert Fisk writes).

The Syrian Social Nationalist Party later claimed that Mariam Kheirredine had killed 18 militiamen and two Israeli intelligence officers, but the Israelis denied this, saying that two militiamen were wounded.

The girl, aged 18, rammed her explosives-filled car into a checkpoint near the town of Hasbaya. Like her male predecessor in the same area earlier this month, and apparently failed to realize that the militiamen do not stand near their roadblocks until well after dawn.

In Beirut the Portuguese Ambassador escaped unhurt when Lebanese troops thwarted an attempt to kidnap him near the "green line" dividing the city.

Sri Lanka joy over Test win

(Colombo (Reuters) - Sri Lankans yesterday celebrated the island's first victory in a cricket Test and President Jayewardene announced a public holiday for tomorrow.

Hundreds of bottles of arrack, the local brew, were emptied as fans drank into the night to mark their team's historic 149-run win over India in the second Test.

Report, page 23

Killer leaves mental hospital

Tokyo (Reuters) - Issei Sagawa, aged 36, who murdered Renee Hartevelt, his Dutch girlfriend, in Paris in 1981 and ate part of her body has been released from a mental hospital here after doctors decided he needed no further treatment, the Tokyo *Shimshu* reported.

French doctors found him mentally unfit to stand trial and Paris police authorize his return to Japan where he was confined in a hospital in May 1984.

Episcopal chief

Anaheim, California (Reuters) - The US Episcopal Church elected the Right Rev Edmond Browning of Hawaii as its new primate. He pledged to follow a liberal path to help blacks, women and homosexuals. His office is roughly akin to that of the Archbishop of Canterbury.

Texas execution

Huntsville, Texas (Reuters) - Charles Rumbaugh, aged 28, convicted of murdering a jeweller during a 1975 robbery which netted only \$34, was executed by injection here yesterday. He was the sixth prisoner executed this year in Texas.

Death plunge

Seattle (Reuters) - A member of the Sanku Juku dance company of Tokyo fell six floors to his death during an unusual aerial performance before a lunchtime crowd. Yoshiyuki Takeda died at medical centre here shortly after a rope holding him upside down came undone and plunged to the pavement.

Carbide check

Institute, West Virginia (AP) - The US Labour Secretary, Mr William Brock, as ordered the first-ever inspection of all equipment at Union Carbide's plant here. More than 100 people were rushed to hospital after a gas leak last month.

Lahore arrests

Islamabad (Reuters) - Police arrested about 100 members of the opposition Movement for the Restoration of Democracy who held an unauthorized meeting in Lahore to protest against Pakistan's martial law government, witnesses said.

Albania visit

Vienna (AP) - The French Deputy Foreign Minister, M Jean-Michel Baylet, arrived in Albania for a short stay, the first French high-level visit to the country in 40 years.

Parents seek court ban on child with Aids

From Our Own Correspondent, New York

A group of anxious parents is going to court in New York today to seek an order banning a child with Aids from School.

Fear of the disease has led parents to keep thousands of children away from primary schools in the borough of Queens this week, the first week of the new term. They have now backed up their boycott with the picketing, demanding that the Aids victim be removed.

While some of them vowed to keep up the protest yesterday, the number of children kept at home was declining and schools

in the two districts where the protest is being made reported 80 per cent attendance, 9 per cent below the city average.

The Education Authority said yesterday that the boycott was losing momentum. About 11,000 children were kept at home on Monday, but the following day the number had fallen to 9,000. The child at the centre of the controversy is aged seven or eight. Its identity and the name of the school it is attending are secret. Even the staff do not know who the child is.

Titanic's hidden riches dismissed as myth by expert

From Trevor Fishlock, New York

There is no treasure in the dark grave of the Titanic, no millionaires' diamonds, as the stories say, no fabled baubles. "I can assure you there are no valuables down there, nothing that would pay for a salvage expedition," a leading student of the disaster said yesterday.

Mr John Eaton, historian of the Titanic Historical Society, has examined the Titanic's cargo manifest and insurance claims, and has concluded that nothing of great value went down with the ship which now lies 13,000 feet beneath the surface of the north Atlantic.

Stories of the Titanic's riches are myths, he said. In those days the rich often travelled with paste copies of their jewelry and stored the real things in safes at home or in banks. The manifest has only half a page of packages that were kept by the ship's purser and none of these was valued at more than £500.

In any case, according to a witness, first class passengers went to the purser's office after



Anchor chains, winches and capstans on the Titanic lying at a depth of 13,000ft.

ADEN 25**ADEN 30****155mm ARTILLERY
AMMUNITION****120mm TANK
AMMUNITION****4.5 inch (114.3mm) NAVAL
AMMUNITION****50mm ARTILLERY
AMMUNITION****105mm TANK
AMMUNITION****81mm MORTAR
AMMUNITION****76mm ARMoured
VEHICLE AMMUNITION****51mm MORTAR
AMMUNITION****30mm CANNON
AMMUNITION****9mm SUB MACHINE GUN
AND PISTOL
AMMUNITION****7.62mm RIFLE
AMMUNITION****5.56mm RIFLE
AMMUNITION****ANTI-PERSONNEL
GRENADES****ARWEN 37****BAR MINE SYSTEM****BIS 14****BL 755 IMPROVED
CLUSTER BOMB****CHALLENGER MAIN
BATTLE TANK****CHIEFTAIN MAIN
BATTLE TANK****CHIEFTAIN SABRE****CHIP****COMBAT ENGINEER
TRACTOR****ELECTRONIC FUZING****ENFIELD WEAPON
SYSTEM****FOX****GIANT VIPER****GUIDED WEAPONS
SAFETY SYSTEMS****HUGHES CHAINGUN****JP 233****L7 GUN****L11 GUN****L23 GUN****LANCE****LAW 80****LIGHT GUN****LOW RECOIL GUN****MISSILE TECHNOLOGY****MLRS****51mm MORTAR****81mm MORTAR****RARDEN****RESPIRATORS****SA 80****SP 122****SPLIT BLOCK GUN****STONEFISH****TARGETS****VEHICULAR INTERCOM
SYSTEM (VIS)****VIRSS**

AND INTO THE FRONT LINE AGAIN WITH BRAVE DEFENDER.

On Friday, 6th September, 65,000 troops were deployed throughout the British Isles. Their objective was to demonstrate the country's will and capability to defend key strategic sites against attack by any potential enemy. The exercise was the biggest in the history of Civil Defence in the U.K. It was called Brave Defender. ■ As so often in Britain's military history, the men and women involved in Brave Defender carried the weapons and equipment of Royal Ordnance. ■ In fact, Royal Ordnance has been playing a crucial role designing, developing and manufacturing defence systems since 1560. ■ Its weapons were tried and tested against the Spanish Armada in 1588, during the Napoleonic Wars, and in the Crimean War. ■ Its design and manufacturing capability grew to meet the demands of Britain's army, navy and airforce during the Great War, World War II and Korea. More recently, Royal Ordnance equipment played a decisive role in the Falklands

campaign. ■ In effect, the development of Royal Ordnance runs parallel to the development of the defence industry in the U.K. ■ That development has made it the largest producer of ammunition in Europe; Britain's major manufacturer of armoured vehicles; the country's main designer and manufacturer of tank and field guns; its most important producer of small arms; and the U.K.'s only integrated rocket motor producer. ■ Above all, it is the only organisation in the Free World with the integrated capability to design, develop and make basic components, sub-systems and full systems in each of these sectors. ■ Those involved in Brave Defender will be using only a fraction of the full range of its products, but they will demonstrate again how central Royal Ordnance is to the security of this country.

ROYAL ORDNANCE

Defence systems, sub-systems and components

Howe's visit fails to clear away Lagos suspicions

From Nicholas Ashford, Lagos

The two-day goodwill visit by Sir Geoffrey Howe, the Foreign Secretary, to Nigeria has achieved its main objective which was to improve the atmosphere between London and Lagos. Throughout Sir Geoffrey's talks with leaders of the new Nigerian military regime, both sides emphasized their desire to resolve past misunderstandings and establish the sort of relationship which should exist between friends.

However, his visit, the first by a British Foreign Secretary in more than four years, also

demonstrated that this is going to be a slow process. As Sir Geoffrey conceded at a press conference before his departure: "You don't overcome misunderstandings simply by a 24-hour round of talks."

The fact that his visit did not even produce an agreement on restoring full diplomatic relations was clearly a disappointment to the British side. Although both countries are expected to send High Commissioners back to each other's capitals soon, an agreement on this during Sir Geoffrey's talks here would have given symbolic impetus to the process of improving relations.

One reason for the delay was that the new Nigerian Administration is still in the process of sorting itself out following the coup which overthrew the military regime of General Huhammad Buhari two weeks ago. A new government was announced late on Tuesday, and Sir Geoffrey was only able to manage a quick meeting with the new Foreign Minister, Dr. Bolaji Akinyemi, before he left. Most of his discussions were with Air Commodore Larry Koinyan, a senior member of the armed forces ruling Council.

He also held talks with President Ibrahim Babangida, the new Nigerian leader, Commander Ebihi Ukiwe, the Chief of General Staff, and Mr



Sir Geoffrey Howe and President Babangida during their 35-minute meeting at General Staff Headquarters in Lagos.

Abdulkadir Ahmed, Governor of the Central Bank.

It was clear from Sir Geoffrey's talks that Nigeria remains suspicious about Britain's attitude towards its former West African colony. For instance, in his speech at a dinner given for Sir Geoffrey on Tuesday night, Air Commodore Koinyan noted that there had been "a number of occasions since our independence when Nigerians have wondered about the sincerity and genuineness of British pro-

stations of friendship."

The Nigerians resent the continued presence in Britain of Mr. Umaru Dikko, a former Transport Minister who is wanted in Nigeria to face charges of corruption and who the previous administration attempted to kidnap from Britain in July last year.

The Nigerians regard themselves as the aggrieved party in the "Dikko affair". Many seem to believe the kidnap plot was a

British fabrication and that Mr. Dikko enjoys the protection of the British Government.

Air Commodore Koinyan pointedly noted in his speech: "Those who flout our laws and have contributed to the sufferings of our people cannot be allowed to go scot free or hide behind the protective laws of our friends."

Sir Geoffrey assured the Nigerians this was not so and emphasized that Britain would

"not become a haven for Nigerian miscreants." Under British law Mr. Dikko had the right to appeal against the Home Office's refusal to grant him political asylum, as he was now doing.

Britain's refusal to join in economic sanctions against South Africa has also aroused suspicions that Britain is more concerned about protecting its investments in South Africa than in removing apartheid.

Thai coup leader seeks US asylum

From Paul Routledge, Bangkok

Colonel Manoon Roopakorn, the leader of the abortive coup in Thailand three days ago, is seeking asylum in the United States.

American authorities may be in a political quandary over the request, which would give sanctuary to the leading Thai military dissident who has twice vainly attempted to overthrow the friendly government of the Prime Minister, General Prem Tinsulanonda.

The Bangkok authorities, however, who have begun a 30-man police investigation into military complicity in the coup attempt, would probably be glad to see him in permanent exile.

Colonel Manoon and two unnamed accomplices are being held at a secret location in Singapore, pending the outcome of their applications for US visas. The Singapore Foreign Ministry yesterday finally admitted that the would-be coup-makers were on the island "in transit" at the request of the Thai authorities.

They were flown there in a Thai Air Force light plane shortly after surrendering to loyalist army units at the end of their fruitless bid for power. Neither the US State Department nor the Singapore Government will positively identify the three plotters, but it is assumed that one of them is Colonel Manoon.

The whereabouts of his brother and fellow-dissident, Wing-Commander Manas Roopakorn, are less clear. He was originally reported to have been spirited out of Thailand on the same flight, but the discovery of an abandoned car containing M16 assault rifles and military uniforms near the Burmese border has prompted speculation that he fled north. Burma is a favourite bolt-hole of failed Thai coup-makers.

Meanwhile, diplomats trying to assess the impact on Thailand of the coup, which went wrong after varying interpretations, some say that it will strengthen the hand of General Prem, who has now survived two coup bids by the same man during his five-year term in office. Others argue that he has weakened his coalition administration, demonstrating that the country's economic difficulties have made a ruler's life in Thailand a precarious one. A police investigation into the coup got under way yesterday under the chairmanship of the deputy Police Chief, General Narong Mahanond.

● Memorial fund: The Foreign Correspondents' Club of Thailand said yesterday it would establish a fund to help train photo-journalists in memory of Neil Davis, the Australian cameraman and his American soundman William Litch, killed during the coup attempt (Reuters reports).

Spy given away by his wife is jailed

Koblenz (Reuters) - A former senior West German border police official who was denounced by his wife as a spy for East Germany was yesterday jailed for five years and six months.

Franz Roski, aged 36, who had confessed at his two-week trial to having been an East German agent for 13 years, was given in the regional high court here.

He has been in custody since July 1984 when his wife Sybille, aged 27, a French Jewess, denounced him to police because of her religious scruples.

The couple, who have three children, embraced at the end of the trial and left the courtroom arm-in-arm. Charges of complicity against Frau Roski were dropped on the grounds that her evidence had shielded West Germany from further harm.

Roski was remanded in custody pending possible appeals from both defence and prosecution.

He was found guilty of seriously compromising national security by giving East Berlin confidential documents on border police operations and on the force's links with West German secret services.

Roski worked at the West German Interior Ministry from April 1982 until his promotion in February 1983 to section chief at border police headquarters in Koblenz.

State prosecutors had demanded a seven-year prison term. The court stripped Roski of his citizen's rights for five years but dismissed a prosecution demand that he pay to the State the £13,000 he had earned from spying.

The judges rejected Roski's claim to have been an unwilling agent afraid to stop because of the consequences, but said they had taken his confession into account in passing sentence.



Franz Roski jailed for five years.

Satellite makes first pass through comet tail

From Mohsin Ali, Washington

An American scientific satellite yesterday became the first man-made object to pass through the tail of a comet.

A NASA spokesman said that the satellite, launched seven years ago to explore interaction between Earth and planetary systems, entered the tail of the comet Giacobini-Zinner yesterday about 4,000,000 miles above Earth. It took about 12

Autonomy curbs anger Catalans

From Richard Wigg, Madrid

Spain's difficult relations with Catalonia and the Basque country, the two regions with traditions of home rule, have now degenerated into an open confrontation with Madrid.

Both regions are up in arms against moves by Señor Felipe Gonzalez's Government to curb the powers of their police forces and over finances.

The Basques are heading for a full-scale conflict with Madrid over who is to collect the

value-added tax, due to be introduced on January 1, the day Spain joins the EEC; and the Catalans' autonomy is threatened by budget cuts.

Using National Day, the "Día de la Castella", celebrated yesterday, Señor Jordi Pujol, the Chief Minister in Barcelona, urged his fellow-Catalans to protest "in a way which the central Government in Madrid will understand".

In Vitoria, Señor Jose

Antonio Ardanza, the Basque Chief Minister, remarked that he could not rule out scrapping the Statute of Guernica.

Both in Barcelona and Vitoria, where centre-right parties hold power, the Socialist Government in Madrid stands accused, after nearly three years in office, of reverting to the highly centralized ways Señor Gonzalez himself opposed while in opposition.

Canada claims Arctic waters

From John Best, Ottawa

Canada has asserted boldly its claim to sovereignty over the North West Passage and other waters of the Arctic archipelago after a controversial treaty by an American ice-breaker this summer.

Straight base lines have been drawn around the islands and sprays of "archipelagic" lines latitudes have been marked.

Beaufort Sea, the Canadian territorial sea. All waters enclosed within the base lines are declared to be Canadian.

An Order-in-Council establishing the base lines was signed on Tuesday, and will take effect on January 1. Other lines have been drawn setting the limits of Canada's 200-mile fishing zone and its 100-mile pollution prevention zone.

Canada has long claimed to have sovereignty over the entire Arctic archipelago, but until now had not defined the precise limits of its claim.

The US acknowledges Canadian sovereignty over the islands to the archipelago, which sits above Canada's North West Territories, but not over the maze of largely uncharted waterways which it contains.

Until recently, the two governments had been content to agree to disagree over the issue. Most of the waterways in question are not navigable anyway, except in some cases by submarines. But in July, the US Coast Guard's off-shore Canadian nationalist sensitivities - and severely embarrassed the Canadian Government.

It was an implicit challenge to Canadian sovereignty, even though both governments insisted that the voyage was "without prejudice" to Canada's claims, and the Ottawa Government was widely criticized for not standing up to the Americans.

Besides establishing a territorial sea around the archipelago, the Canadian Government has decided to build the world's largest ice-breaker for operations in the Canadian Arctic. It will displace 37,000 tonnes - three times the weight of the Polar Sea.

Moi opens mountain road sealing link with UK

From Charles Harrison, Nairobi

President Moi yesterday opened a 30-mile, British-built road round the slopes of 17,000ft Mount Kenya - the biggest single British aid project in Kenya.

The Minister for Overseas Development, Mr. Timothy Raison, who flew to Kenya to attend the ceremony, emphasized the importance of the project in cementing the strong links between Britain and Kenya. Kenya is the largest recipient of British aid in Africa, with loans and grants approaching £600 million since Kenya became independent in 1963.

The new road, between the towns of Embu and Meru, gives all-weather communication for a densely-populated area producing coffee, tea, cotton and other crops. The new section, just over 30 miles long, replaces an old 56-mile road which was impassable during the rains, significantly cutting the cost of transport to the area.

A spectacular piece of engineering, with 10 high-level bridges, many embankments and deep cuttings, it cost over £20 million. A thousand men moved six million tons of soil and half a million tons of rock during the four years it was under construction.

Pentagon contract charge

Washington (Reuters) - GTE Corporation yesterday said that a subsidiary had agreed to plead guilty and pay a \$10,000 (£7,500) fine in a case involving the illegal use of secret Pentagon budget documents in competing for defence contracts. The announcement was made at the communications and electronics company's headquarters in Stamford, Connecticut, after criminal charges were filed in a federal court in Alexandria, Virginia, against GTE Government Systems Corporation, two company executives and a consultant. If convicted, the two executives and the consultant face prison sentences of five to 25 years and a \$10,000 fine.

Moscow reinstates Times atlas

From Richard Owen, Moscow

It was the photograph of three bisexuals engaged in an orgy on top of a photograph of Lenin which apparently caused the most offence. Until officials from the British Publishers' Association were told by the ever-vigilant censors of Goskizdat, the Soviet State publishing house, they had not even noticed it. But nothing escapes the Kremlin, especially during the Moscow International Book Fair, when thousands of Russians go to the Moscow Park of Economic Achievements to glimpse books from the West.

For the record, the offending picture is in *American Images*, published by Penguin. It has since been returned by the Russians. Other British books which offended the Russians included *Jack's Army* and *Tactics of the Soviet Army*, Frederick Forsyth's *The Fourth*

Protocol. The Dick Francis novel *Trail Run*, which is partly set in Moscow, a pictorial history of gin-ups, and, from the British Council stand, a dictionary of modern politics and a history of Europe in the nineteenth century. Altogether 30 books vanished, although by yesterday one - *The Times Atlas of World History* - had been judged "less dangerous to the Soviet State than at first thought" and mysteriously returned to the shelves overnight.

Mr. Tony Read, director of the Book Development Council and a leading figure in the British Publishers' Association, was confident that most of the missing books would be returned, presumably by the time the fair ends this weekend. The head of the Soviet "panel of experts" Ramaz Ncheldze of the book fair organizing com-

mittee, had been most affable. Mr. Read said, and had done his best to explain why the books (or some of the books, many of the 30 have allegedly been "stolen"), were unacceptable.

British publishers are taking the Soviet bans in their stride, partly because it has happened before (the fair is bi-annual) and partly because the censorship is obviously haphazard. John Le Carré's *Smiley's People* slipped through, and was still on the shelves when the fair opened to the public on Tuesday.

Yesterday crowds queued in heavy rain to get tickets for the fair, at which the British stands are numerous this year. Most apparently wanted to see Western publications, even though they cannot buy them. All books at the fair are bought by Soviet state agencies.



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THE ARTS

Opera

Rossini resplendently revived

Il viaggio a Reims
La Scala, Milan

Grand operas that rise again from the dead all too rarely go straight for the audience's jugular, like a well-trained vampire. All too often there is a sense of mild gratitude for seeing and hearing what has lain underground for a century or more, coupled with a mental note not to revisit too quickly. But Rossini's *Il viaggio a Reims*, ossia *L'albergo del giglio d'oro* (The Road to Reims, or The Golden Lily Inn) is quite a different matter.

It was written for the coronation of France's Charles X in 1825 and performed in Paris at the Théâtre-Italien. There was substantial vocal talent around at the time and Rossini employed it up to the hilt. He required ten principal singers for *Il viaggio*, including three sopranos on whom great demands are made. Add in a number of instrumental solos and it becomes clear in part why *Il viaggio* vanished. Rossini almost certainly realized that he would not be assembling such forces again in a hurry, so he withdrew the score and re-used much of the music in *Le Comte Ory* three years later - La Scala's programme, scrupulous as ever in detail, carefully lists the re-uses. On Rossini's death the *Il viaggio* score passed to his widow, who bequeathed it to the family doctor and obscurity: it is until the festival at Pesaro, Rossini's birthplace, revived it last year.

It is this Pesaro production which has just opened La Scala's brief autumn season, substantially changed to judge both from pictures in the programme and reports from the Adriatic Coast. It arrives with one of the strongest Rossini casts assembled in a long time, thanks probably to the influence of Deutsche Grammophon,

who have recorded the opera, and Claudio Abbado, who conducts it. Rossini regulars such as Ricciardi and Valentini Terrani, Raimondi, Ramey and Dara are joined by the new generation of singers, including Gasdia and Cuperli. Together they make it an evening of the highest musical good humour and style.

Balocchi, Rossini's librettist, provided virtually no plot, just a series of national jokes along the "Have you heard the one about the Englishman, the Russian and the Pole?" lines. A number of foreign travellers arrive at the Golden Lily, Plombières, a French spa, on their way to the coronation of Charles X at Reims. For implausible reasons there are neither horses nor diligences to carry them further. So they flirt with one another and, like the Canterbury pilgrims, tell tales - or, since this is Rossini, sing songs. *Il viaggio*, Abbado has said, is like *Waiting for Godot*: Reims never comes.

The solution of the producer, Luca Ronconi, is to fill the stage - and much more than the stage - with a multitude of tricks, comic and outrageous, inspired and unnecessary. The old knocks against the new: two wings are built out into the auditorium where harpsichords and television sets are cheek by jowl. A catwalk is constructed around the orchestra and Abbado is obliged to join in the proceedings, which he appears to do most willingly, like a conductor from *The Palace of Varieties*. Instrumentalists providing solo accompaniment, notably the flute and the harp, do so on stage. Marionettes handled underneath the proscenium arch perform the formal dances. And, most controversially, three screens show what is happening outside the theatre, where Charles and his retinue are processing through Milan's Galleria before

breaking into a trot, much like Gower making for the pavilion after a victory, for the final coronation in the theatre. La Scala reckons, correctly, it is the right place for that sort of thing.

At the start Ronconi's production is confusing, despite audience aids such as having the first arrivals at the Lily rolled on in bathstubs - it is after all a spa - towelled in their national flags. But thereafter Rossini himself makes it easier by presenting his big stars individually, another *Palace of Varieties* touch. The last to arrive is Corinne, a Roman poetess loosely based on Mme de Staël's creation of the same name, and heroine of the opera, if there is one. She is apt to have a harp accompaniment while she gathers her thoughts and she has the sweetest numbers of the score, notably an offstage aria and an *improvviso* in the finale. Both are sung by Cecilia Gasdia with brilliant upper register and a sense of wit, which her earlier appearances in *Traviata* and *Moise* could scarcely have suggested.

Rossini quite blatantly encourages his singers to show off. Lella Cuperli is only marginally less impressive than Gasdia as the Contessa de Folleville, whose passion in life is *haute couture*. She has an ecstatic cabaret when she learns that at least her new hat has been saved from the wreckage of her overturned carriage. The Cuperli voice may not be the size of Gasdia's, but she is a very musical performer. Lucia Valentini Terrani has enormous fun as a merry Polish widow never lacking in suitors. And it is a pleasure to record Katia Ricciardi back in her voice in a part older than she normally plays, that of an exile from the Tyrol now running the Golden Lily.

In the finale, where national songs are the order of the day, Ricciardi and Ruggero Raimondi (Don Profo-

fo, an antiquarian) have a sure-fire success with a knee-slapping *rydelske*. Earlier Raimondi, also back in good voice, relishes one of Rossini's best catalogue arias, which was later to become Raimondi's detailing of the cellar in *Le Comte Ory*.

Other grandly comic performances come from Eduardo Cener, a prancing French cavalier and by far the better of the two tenors, and Enzo Dara as the German Baron Trombonok, who is as passionate about music as the Contessa is about hats. It is he, of course, who demands the national songs and almost comes up against a stumbling-block in the shape of the Englishman, Lord Sydney (Samuel Ramey, master Rossinian), who only knows one song:

Milord: *Non so che una canzone.*
Barone: *God save the King?*
Milord: *Appunto.*

Ramey obliges with a magisterial, and unfamiliar, arrangement of the anthem, Claudio Abbado is literally in the middle of all this. Ever since the Salzburg *Barbiere* he has been a Rossini conductor of the top rank and rarely has he shown better than in this *Il viaggio*, delighting not only in the glee of the score but in the huge ensembles which reveal Rossini at his most intricate, such as the *Gran pezzo concertato* a 14 voci after which the Scala gives its singers (and audience) a break in this one-act opera of three hours' duration. With such a cast and conductor it does not seem a moment too long, with lesser forces it could be a rather different matter.

John Higgins

Further performances: tomorrow and September 16, 18 and 23. DG's recording, which with two changes uses the Scala cast, is due for release at the end of October.



Samuel Ramey as Milord, with Cecilia Gasdia. Iyre in hair, as Corinne

Television
Warnings

Ten Days in May (Granada) examined life in the Soviet town of Vitebsk, described as an "ordinary town" (300 miles from Moscow) but one in which recent history is something to be carved only in memorials of stone. During the last war the Nazis invaded the region, instituting a policy of repression and terror against its inhabitants, but, as last night's programme demonstrated, that destruction has kindled only a stronger sense of identity in the local Russian population. Vitebsk seems constantly to relive "its past as a warning to the future" and here the schoolchildren sing, in the notes of a ferocious patriotism, "My country - the only one in the world". This documentary revealed that sense of community, but it also managed to suggest its disadvantages as well as its virtues.

Those virtues are obvious enough: a sense both of national identity and of national pride can be acquired, and it is from these that a strong culture springs. But the problem is that this constant evocation of the past may suggest that new problems are simply variants of the old ones (that, for example, Russian territory is in some vague way always being "threatened" by a putative enemy), which in turn leads to conservative authoritarianism and unimaginative bureaucracy.

And so this documentary dealt with the problems of peace after the horrors of war: there were innumerable examples of industrial inefficiency, for example, but the belief in "the system" - especially among the young, it seems - makes it very difficult to change that system. Book Four (Channel 4) has returned with two admirable programmes - the first on the work of Anita Brookner and the second, last night, concerned with Doris Lessing. It is all the more regrettable, then, that this is its last series: and it means that although *Bookmark* will still find a place in the BBC schedules, there will be no programme concerned with literature (however vaguely the word has to be defined in such a context) on the independent channels. Since Channel 4 was instituted in part to cater for the preoccupations of "minorities", it ought at least to consider that minority which is interested in books.

Richard Morrison

Peter Ackroyd



Out on a limb: Sally Burgess as Public Opinion

Orpheus in the
Underworld
Coliseum

I think there is probably only one person in all the world who is not going to like the English National Opera's new production of *Orpheus in the Underworld*, and since she has a starring role in it nobody need worry very much, unless of course they were expecting a public subsidy under a government run by her. If that were the case, come to think of it, they perhaps ought to worry rather a lot, since she does not look as if she has much sense of humour. She does, though, look wonderfully like those pictures of her in *The Sunday Times*, even if she is calling herself "Sally Burgess" for the evening and masquerading preposterously as the voice of Public Opinion in Offenbach's opera.

In every other respect too the evening is dominated, quite shamelessly, wholly and completely, by the visual imagination of Gerald Scarfe. There need be no concern that his drawings might not translate well to the operatic stage: they do so uproariously, partly because a very great deal of the decor consists quite simply of cartoons writ large. Even at a time when painted scenery has made a comeback, it is a surprise and a delight to see

Operetta

such a profusion of drops and flies, coloured with the incisive gaudiness of a Chinese demonology.

Thanks obviously to the inventiveness of the E.N.O. technical staff, Scarfe's ideas have even been brilliantly realized in the masks and costumes. This is one of those productions which silently puts critics on trust: not to give the game away, but I feel quite safe in describing something of the wardrobe, since no words could possibly undermine this flamboyant underworld. There is Mars strutting as a metal pterodactyl with a ludicrously enormous crest to his helmet. There is Venus as a cross between De Milo and de Mille. There is Mercury aglitter in silver shorts, Jupiter with his monstrous whiskers of feigned surprise, a chorus line of bellhops with suspenders and nymphet voices, another ballet of black dancers in costumes of ash and flame for the can-can. One could go on. And Scarfe does.

The only danger is that so super-abundant a spectacle will swamp the little operetta it is meant to clothe, but then I cannot imagine that either designer or producer, David Pountney, ever had any intention that this should not happen. The most extreme instance of their flouting of Offenbach is in their treatment of John Styx, who is a sado-masochist (maybe one day we

will see real devotees of the whip and laced leather taking to the streets to protest against this sort of caricature), delivering the loveliest song in the piece through groans of expected delight. Purists might think this merits more than the little spanking Mr Pountney described on this page last week.

Others will, very wisely, just enjoy the show, with the one exception I mentioned earlier (I am not sure whether she is a purist or not in these terms), Stuart Kale and Nan Christie act the parts of Orpheus and Eurydice without embarrassment, and Miss Christie will surely settle down to believe as well in her singing. Richard Angus makes a gravely, long-suffering Jupiter, Cathryn Pope a languid Venus and Fiona Kimm a stiff horsewoman of a Diana, exploiting the richness in her voice to plummy effect. Bonaventura Bottone makes such a striking entrance as Mercury that it hardly matters how he sings, but he does not let himself get away so easily. And Emile Belcourt is a splendid demon king as Pluto, his accent enhancing his stage sinisterness.

The whole cast, and the chorus, and the several teams of dancers all work hard to make the evening one of incessant entertainment, pleasure and good dirty fun. Though actually it is not so very dirty as all that, largely because the innocence of Offenbach's music casts its spell over the proceedings, but also Scarfe's designs are so precise they have a mad-life of their own and leave the real world far behind. If they also leave Offenbach far behind, then at least the score is played with wit and enthusiasm under Mark Elder. The Coliseum should have no problems at all in filling the house for the many nights they have - it seemed daringly - programmed this whirl of a production.

Paul Griffiths

Theatre

Amanda
Riverside

Fêted wherever they appear, from Moscow to Edinburgh, the Amanda troupe present the most popular political ensemble in the world outside their native South Africa. They have a cause on which everyone can agree; and it is exciting to witness these 30 Angola-based exiles carrying the message of the African National Congress to the outside world through the culture that survives under the Botha regime - especially as the regime is now on the run.

For these reasons, it is hard to respond to their performance without subsidizing into a string of canting superlatives. Amanda (which means "power") defines itself as the ANC's cultural ensemble, and to its members art and politics are inseparable. The question their programme raises is whether they are working to hasten the destruction of apartheid or to show what they mean to establish in its place.

From the printed programme, listing revolutionary songs and sketches, including a warning composition addressed to the South African President, you would expect an evening of defiant agit-prop. But the material itself, apart from Nelson Mandela's magnificent trial speech and the recurring sight of a club-brandishing cop, sounds anything but inflammatory. Rather it presents the sight of happy, well-dressed young Africans dancing and making music as they might be shown in a South Africa free of propaganda film.

The skill of the company is not in doubt, except when it comes to acting in English. Their dance and musical work is ardently full-blooded, and rehearsed down to the last detail, they have excellent soloists (most obviously the trombone virtuoso Jones Gwangwa), and the production makes deft links so as to achieve a panoramic development from pre-colonial times to the present day.

The styles, however, strike me as extremely limited. There is a repetitive jazz of great repetitious monotony; there are African chorales, composed in shifting block chords. It is good music, but it is not, as the Riverside management claims, evidence of a "rich cultural heritage". It is a culture of poverty, getting its most memorable effects from the cheapest equipment, such as penny whistles and gumbos, and inescapably expressing the emotions and physical postures of the workplace and the church rather than the barricades.

Irving Wardle

Southampton International New Music Week

BBC Singers/Aldis
Turner Sims Hall

The third evening of the Southampton International New Music Week - brought choral music, and premieres from the venture's two senior composers in residence, Hans Werner Henze and Alexander Goehr. The new Goehr piece, *Initiation of Baudelaire*, was a delicious morsel: an unaccompanied setting of Baudelaire's sonnet "Recueillement" familiar to musicians as a Debussy song) in Robert Lowell's English version.

Something about the poetry - perhaps the opening words, "Calm down" - has persuaded Goehr to make a temporary truce with tonality. The result is an inspired miniature with lush harmonies, rich textures and a discriminating and fluid balance between homophony and counterpoint.

Complementing this new Goehr were several choral works written by him in the early 1960s, and apparently inspired by the higher standards of vocal ensemble then being achieved by John Aldis. It was fitting that 20 years on, Aldis should again be directing these excellent performances by the BBC Singers. Five Poems

Promenade Concert

Fine discrimination

BBCSO/Zagrosek
Albert Hall/Radio 3

The Promenades, of course, took Anne-Sophie Mutter to their hearts, with applause at every possible moment during the Brahms Violin Concerto and with an inevitably encores finale.

For those who feel their applause to be too often indiscriminating, this make no mistake, was the most finely discriminating of performances. Mutter took her time - broad, almost balmy - and knew exactly what she wanted to do with every minute of it. There was time enough for a ripe cantabile, far-seeing enough to allow the BBC Symphony Orchestra under Lothar Zagrosek to enrich their own part-writing as the one dissolved into the other. Time enough, too, for every semiquaver to penetrate with a laser light, and for the double-stopping to be a far tougher, far more invigorating game of counterpointing than it so often is.

Mutter's deeply considered and indivisibly deeply felt performance had, as is so often

the case, a positive effect on the orchestra's own string playing. It seemed to take on a new suppleness, vividly variegated in its shading. Mr Zagrosek had certainly got them going in Mendelssohn's "Hebrides" Overture, on which he lavished as much care in bowing and phrasing as if it had been *La Mef*. After the Brahms, too, he drew some sharp-toothed playing from Mozart's "Paris" Symphony, whether in the delicious push the violins gave the Allegro's development or in the fizzing finale.

And then, for once, even the Prommers were floored. Mr Zagrosek's Johann Strauss II was a creature of such volatility and heady elegance that even the most mobile of the mass movers could never quite find their feet. His "Blue Danube" ("Alas, not by me!" Brahms wrote) was a scherzo of endlessly imaginative mischief and true finesse.

Hilary Finch

Stephen Carpenter, Administrator of the Scottish Chamber Orchestra, is to succeed Fiona Grant as General Administrator of the Scottish National Orchestra.

Rock

themes and baroque arrangements of the songs there was a sparsity to the presentation, which was enhanced by perfectly synchronized and imaginatively conceived lighting and backdrop changes.

Emerging in silhouette from a swathe of misty blue light, Plant, flanked by the business-like Blunt and the punky Paul Martinez on bass, looked fresh and dignified as he sang "In the Mood". The somewhat grating timbre of his high-pitched voice was held in check, and Blunt soloed with a precise touch. The pronounced emphasis of Jazz Woodroffe's keyboards moved forwards, and his unbacked approach was best exemplified by "Too Loud", a restless electronic concoction with a

neurotic metronome-on-the-blink rhythm. The heavyweight riffs of "Slow Dance" and "Messing With the Mekon" found him treading more familiar territory, but with care and grace.

Joined temporarily by a horn section and backing vocalists, the band became the Honey-drippers, a separate Plant project, and played a selection of original rock 'n' roll and R'n'B ballads, including Roy Brown's "Rockin' at Midnight". Although these songs were perfectly executed, Wembley Arena is hardly the ideal place to generate the intimate excitement on which they depend. The grandiose finale of "Big Leg" and a frenetic "Easy Leg" redressed the balance.

David Sinclair



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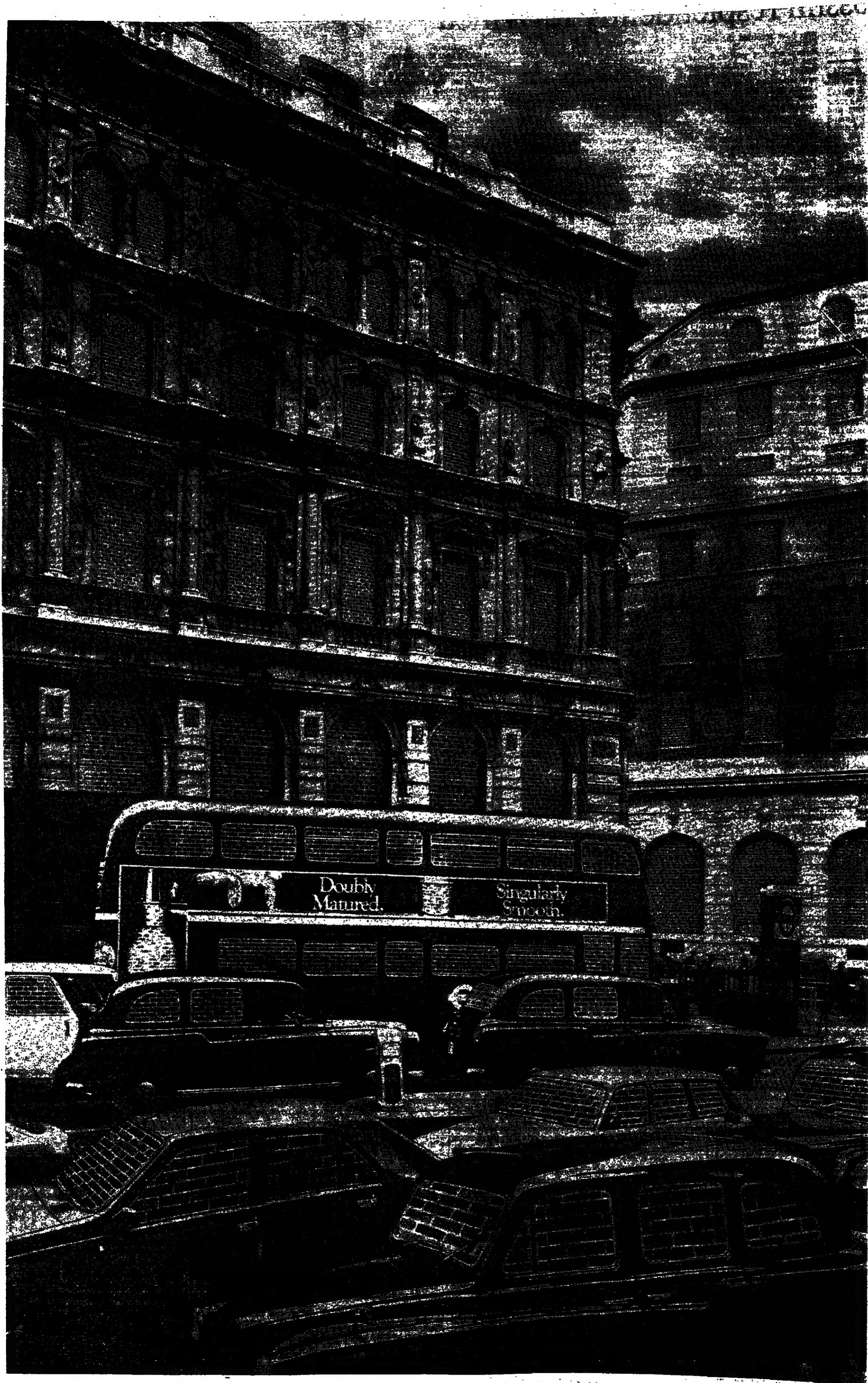
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SPECTRUM

The diplomat with a touch of acid

The Times Profile: Douglas Hurd

Was there, Douglas Hurd wondered, in replying to a friend who had written to congratulate him on his latest novel, "a little too much vinegar in the salad, perhaps...?" The *Palace of Enchantments* (written in collaboration with Stephen Lamport) is the story of Edward Dunsford, Minister of State at the Foreign Office in a Conservative government, who suffers neither fools nor protocol gladly. He is noted for no particular moral nor philosophical attachments until, on an African journey, he discovers a cause, his advocacy of which ends in his destruction. The vinegar to which Hurd referred can be discerned in the treatment of almost every character in the book.

If the typical salad is over-mild without vinegar, but over-acerbic with too much of it, a varying mixture of the two can serve as a metaphor for the perception by others of Douglas Hurd's personality since he left the Diplomatic Service to join the Conservative Research Department in 1966.

His bland and easy manner, the quiet humour he displays on social occasions, the slightly donnish air as he bends over to attend to an observation, the spectacles he touches into place as he speaks, all bespeak the untouched salad. But when he is crossed, or when he thinks his interlocutor a fool, the head tilts back, the voice rises a notch, and a snap can turn very quickly into a snarl. He can put the lash of a whip into his voice, and surprise anybody who had imagined he had been talking to the perfect English diplomat who had somehow strayed into politics.

After a year of the troubles of Ulster, Hurd has now been thrown straight into the troubles of the mainland's inner cities. The Birmingham riots are hardly the kind of challenge any Home Secretary would wish for within days of assuming office. The peculiar concentration of causes, national and international, consequential and inconsequential, that have characterized such affairs from Bristol to Toxteth are particularly resistant to rapid political action, though that is what will immediately be demanded of him.

He was quick off the mark with his visit to Birmingham on Tuesday, but it can safely be said that he will react - in any substantial way - coolly rather than instantly. The tendency of his administration will be towards taking a hard line with disorder rather than seeking the placebos and panaceas which might earn him an early, if evanescent, popularity.

Just beneath the seemingly impenetrably urbane surface of Douglas Hurd's personality there lurks a pleasing touch of the savage. It comes right to the surface in the novels. Five of the seven were written in collaboration. But the two produced on his own - *Vote to Kill* and, particularly, *The Truth Game* exhibit even more powerfully a corrosively jaundiced view of humanity, particularly politicians and journalists, to a degree that suggests the artistic vision is Hurd's own.

How does a man who writes so brutally about politicians (including constituency work) get himself elected to Parliament and advanced to the front rank of government? His path was not, indeed, always an easy one, though he strenuously denies that the novels have ever excited particular hostility at constituency or parliamentary level.

Hurd had, in his youth, a mixed background. His father, the first Baron Hurd, was a farmer and a writer on agricultural matters. The son showed an early academic bent. He was King's Scholar and Newcastle Scholar at Eton and, later, a Major Scholar at Trinity. He was a reserved boy and not given to the social enthusiasms of the students of his day. When asked how so quiet a creature had become President of the Cambridge Union, a contemporary replied: "It was a dull year."

In 1952 Hurd joined the Foreign Office. In 1966 he left, feeling, like other able Civil Servants before him, that the real action was in elective politics. It was to be eight years before he found a seat in Parliament. It must often have seemed to him, over those years, that he had merely exchanged one form of bureaucratic life for another. He first worked in the Conservative Research Department



Trial by fire: Douglas Hurd, from Belfast's Falls Road to Birmingham's Lozels Road, scene of the riots

ment and then for Edward Heath, in opposition from 1968 to 1970 and in government from 1970 to 1974.

Fortune of the public kind did not begin to smile on him until he was chosen to contest Mid-Oxfordshire in the February 1974 general election. Before that, it was said, his mandarin attitude, and Heath's obtrusive patronage, put off selection committees. His return to the Commons in 1974 was, moreover, hardly attended by unimpaired success. Heath had lost the general election, and any early hope of office was thus dashed.

The winter of 1974 and the spring of 1975 were marked by a fierce struggle for the Tory leadership, and Hurd emerged on the losing side, having stood loyally by Heath's guns. Hurd seemed to be facing total eclipse.

The next four years can be considered the most impressive of his political life up to 1984, both from the point of skill and that of courage. Recognizing that some Heath supporters had to be included in her team, Margaret Thatcher tossed him the unconsidered trifle of spokesman on European affairs. It did not hold out many prospects, and Hurd set out to write his second non-fiction book, *An End to Promises: sketches of a government*. It was a study and, in part a defence, of the Heath government of 1970-74. Various friends - and his publisher - begged him not to attempt it. His position under the new dispensation was precarious. He had to work his passage back. Hurd was immovable. "I will not," he said, "repudiate what I was."

The book is fascinating, and has a

detachment rarely achieved in a political memoir. But Heath quickly made it known that he did not care for this supposed apology. His adherents claimed he detested it, while Mrs Thatcher's supporters said it was a work of blatant disloyalty to her.

What he demonstrated through-out these difficult years was a hitherto unsuspected steeliness of will and character, a determination to follow his own judgement. When Margaret Thatcher won the 1979 general election, Hurd was approaching 50 and had never held ministerial office. What her friends thought of his abilities, he could not be designated a high flier, and certainly not a fast mover up the greasy pole of politics. The new Prime Minister sent him back to his old bailiwick, as Minister of State at the Foreign Office.

BIOGRAPHY

1930: Born, eldest son of Baron Hurd.
1952: President of the Cambridge Union.
1952: Entered the Diplomatic Service.
1960: Served in Peking, at the United Nations and in Rome. Married Tatiana Benedict Eyre; three sons (marriage dissolved 1982).
1966: Joined the Conservative Research Department.
1968: Appointed Private Secretary to the Leader of the Opposition, Edward Heath.
1970: Appointed Political Secretary to the Prime Minister, Edward Heath.

1974: Elected Member of Parliament for Mid-Oxon. In 1982, elected MP for Witney.
1979: Minister of State at the Foreign Office.
1982: Married Judy Smart, his secretary; one son, one daughter.
1983: Minister of State at the Home Office.
1984: Secretary of State for Northern Ireland.
1985: Home Secretary.

Douglas Hurd has written two non-fiction books, and seven novels. The only recreation he lists in *Who's Who* is "writing thrillers".

After Mrs Thatcher's second general election victory in 1983, Hurd was transferred with the same rank, to the Home Office. He looked like enjoying no more than a moderate, middle-ranking career, worthy and dull. Only the novels gave a splash of colour to his political plumage.

All this changed when, in 1984, James Prior resigned as Secretary of State for Northern Ireland and, indeed, from the Cabinet altogether. To his own surprise as much as to everybody else's, Hurd was promoted in his place. That this was not an instance of the Prime Minister's supposed predilection for treating the Ulster Office as a kind of political Siberia was sufficiently demonstrated a year later by his recall to a senior department, the Home Office.

Hurd was neither an ally of Mrs Thatcher, nor a critic so weighty within the party that he had to be placated. And he can hardly be said to have shown himself gifted in the demagogic arts. Quite other considerations than the dramatic, it appears, moved the Prime Minister.

To her eye, Hurd demonstrated immaculate competence in both his ministries. Particularly in the reorganization of the Home Office (though the major credit must be given to Britain), he played an important part in bringing to order an engine of government which generations of haphazard administration had brought close to chaos. He had shown himself always cool and intelligent under fire, something which Margaret Thatcher prizes.

She had come to respect an independence of mind which did not represent, as in other cases, a distinct hostility to all that she was trying to do. Finally, she has always believed that the understated public manner of Sir Geoffrey Howe during his tenure of the Treasury had been

a great public relations asset to the Government, contrary to the opinion of the cognoscenti. She looks to Hurd for a similar job at the Home Office.

But what, on the present political spectrum, does he represent? He has been a Foreign Office man, one way and another, for a long time. In his brief period in charge of Northern Ireland he excited Loyalist suspicions in no small measure.

Broadly speaking, one can put him on the left of the Conservative Party's centre. But he is a man less of definite views than of a definite character. His novels are worth discussing at some length because of a certainty that they offer important clues to his character. He is also, however, the author of a play, or playlet, for television.

The 15-minute exercise was called *LOSA*, for Lowering of the School Leaving Age. It was screened during one of Granada Television's lengthy and multi-part analyses of the conditions of Britain, produced by Brian Lapping, in the mid-1970s, and it presupposed a Cabinet decision not merely to renege on promises to raise the school leaving age but on economic grounds, to bring it down. Like Hurd's novels, it was beautifully organized and took the viewer through every stage by which a strategic decision is made. One can feel behind its action the certainty (and coldness) of a masterly and determined mind.

Belatedly recognized, and in an unexpected quarter, these characteristics have brought him far, and may well bring him further. But what he is, and what his play reveals, is a man quintessentially of government and the business of government, not an ideologue of any shape or form.

Patrick Cosgrave

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What's in store for Woolies?

Tucked away in Harrow Road, west London, hiding behind the old identity of a former owner, is a building known as the "secret warehouse". Only a small name-plate reveals its connection with F. W. Woolworth, the chainstore giant. Inside is a mixture of half-assembled prototypes, dismembered displays and merchandise strewn across the place. Crispin Tweddell surveys the scene with delight. From within this chaos he has created a new look for Woolworth, involving two separate chains: Woolworth's Weekend, a streamlined version of the traditional store, and Woolworth's General Store, a smaller shop dealing in basic goods.

The first Woolworth's Weekend opens today in Hitchin.

Hertfordshire, as part of a series of pilot stores being launched this month and in October. In his blue-checked jacket, tasseled brown loafers and bright socks, Tweddell appears closer to the carefully themed designer world of Covent Garden than the outdated image of tackiness associated with the dinosaur of retail. But he signifies a fresh direction. "It is part of our move towards creating a distinct and coherent consumer proposition," says Mike Sommers, the company's marketing director. "Instead of being the store of last resort, which is the phrase we use internally for the way Woolworth's had become, we start to become the store of first choice."

Although 12 stores - six in

each new grouping - is hardly a dent in the 865-strong chain, the significance goes well beyond. This is the most radical step in a drive to rescue Woolworth's from the rocks. It follows the takeover almost three years ago by a City consortium from the American parent company. Involving the transformation of merchandise, image and staff, it is the first time an outside company has been used to create a completely new marketing strategy. Piper Trust was set up to handle the project by Crispin Tweddell, formerly joint-managing director of Fitch & Co., design consultants. "The more you look at Woolies, the more you understand how unique it is as a business," he says. "We are seeking to differentiate it from

all those other people in the high street. The idea behind the two new chains is to create stores targeted to suit local needs."

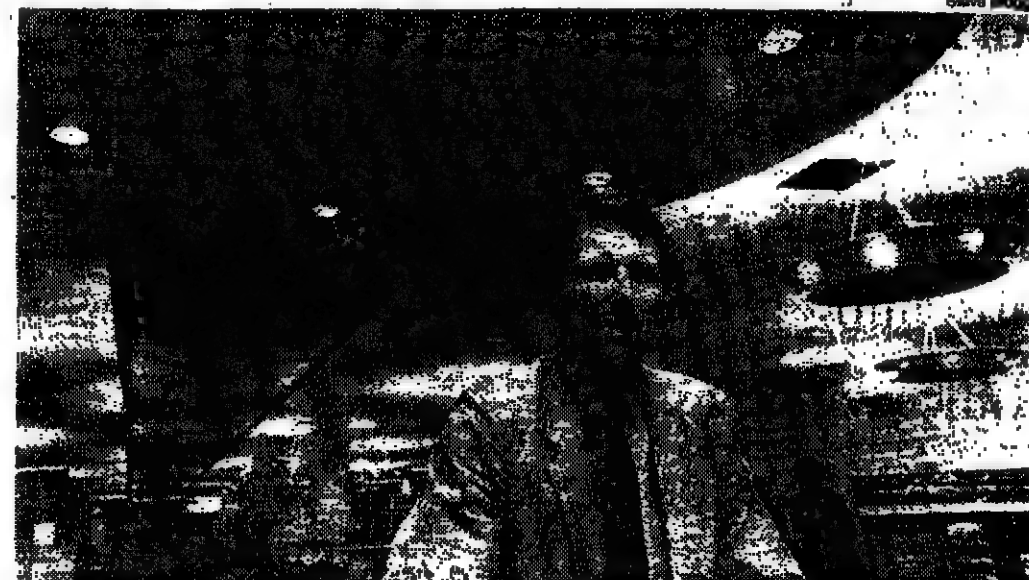
Piper Trust identified two distinct "shopping missions" - in the jargon of the trade, "local convenience" and "major comparison shopping". Woolworth's General Store is intended to match the first need. It will be a shop of 5,000-10,000 sq ft packed with a broad spectrum of goods - "everything for family and home" - and the major non-food shop near several supermarkets.

Woolworth's Weekend stores have sites of 10,000-20,000 sq ft. "It will be part of the big shopping trip where people like to look around at different stores, make a comparison and select. It is a kind of mini department store with everything you need for 'active family life'."

The new look involves eight departments, or "stories", to build on the chain's strengths: entertainment, gifts and treats, children's goods, kitchen ware, furnishings, fashion accessories, hobbies and pastimes, and do-it-yourself.

In the "secret warehouse", Tweddell assembled existing Woolworth merchandise, eliminating and adding products. The buying is done together for the two stores according to new merchandise rules. Nothing will cost more than £25 and everything must be "high-touch, low-tech". To pick stuff up and feel it is half the pleasure of a good product, says Tweddell. "If it's a terribly complex and it's a high-tech kind of thing that needs a lot of explanation, then it's not our kind of merchandise - we are not a specialist."

"Now that most of the nation has achieved a decent standard



Selling points: designer Crispin Tweddell at the new Woolworth store in Hitchin

of living, what people are looking for is quality of living. You don't want any old washing machine, you want that one. The quality of the goods we sell must change. Flicking through a pattern book, Tweddell points out design features: "Logos - that's close to bits of history". General Store has a traditional looking sign with gold lettering on red, in keeping with an image that veers towards the sort of food store found next door to the saloon bar in western sets. Wooden shelving covers the walls and more goods hang from a grid suspended from the ceiling. A wooden service counter runs along one side with a brass rail at foot height - another bar emblem.

Woolworth's Weekend has a "slightly bigger posture". A big window and a central aisle lead into a simple, off-white space divided into eight areas. Each is colour-coded on the counter tops - with much evidence of the pastel colours that now seem so popular in the high street. Circular cash-and-wrap points replace the conveyor belt ambience of the ubiquitous check-out system as part of a move to humanize the store. Staffing has been increased and a training system emphasizes the role of the staff and "builds confidence and product knowledge". Programmes to alter staff attitude are also being carried out.

6 This is not design driven - Woolies is everybody's

In today's fiercely competitive high street, image warfare has broken out, with the stamp of the drawing board almost a prerequisite for success. In shops at the front of the image stakes, design is manipulated as a major element in attracting a particular segment of custom. Top Shop is an example. A Burton/Fitch wonderwork, it is caked in post-

modern theatrics and historical pastiche geared to woo girls age 13 to 20. The design element at Woolworth's is comparatively low key. "This is not design driven, not style driven," Tweddell emphasizes. "Woolies is everybody's company. Everybody comes to our stores."

The original Woolworth chain was launched in Liverpool in 1909, with nothing costing more than 6d. Nothing years there were 28 stores and soon Woolworth seemed to have the prime site on every high street. Ironically, it was with post-war affluence that the slow to pick up the new mood of aspiration and lost the market to other chains who built up an image of quality. Woolworth has now weeded out and sold off unprofitable stores. Last year the £3m "Operation Facelift" was launched. All stores were painted with 15 completely refurbished, the product range was modified and certain departments reviewed. So far the changes are

THE NEW SHOPS

After Hitchin today, Woolworth's Weekend stores open in St Albans and Preston October 3, and Yeovil, Uxbridge and Watlington-Thames October 10. Woolworth's General Stores open in Dunstable September 26, Egham and Aversham October 17, and Leigh, Felixstowe and Eastleigh on October 24.

scarcely reflected in performance. In the first full year of trading, the new management reported a profit of £7.6m and last year a loss of £5.6m. However, Woolworth Holdings almost doubled pre-tax profit from £56.8 to £105m in 1984/85.

Considerable secrecy has shrouded the creation of new chains. Woolworth are not revealing the costs. "The 12 stores came out of a very large programme of research and development. Initiation is a substantial investment. We've spent millions of pounds, but the cost of cloning it to a large number of stores would be remarkably cheap."

Nor are plans revealed for the expansion of the pilot chains after they have been monitored into the new year. "I think one would expect to see these become quite substantial chains in their own right," Tweddell says.

An aura of high sensitivity surrounds these new developments. Woolworth's track record with new shopping experiments has not been too good. The "21st Century Store" opened in Bristol in 1981, and was hailed as the pattern of the future. It closed quietly in 1983. So far in the process of re-injecting the wonder into Woolworth, miracles have proved elusive.

Jane Withers

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BOOKS

Fabulous Eldorados or the Great Wens

James Fenton reviews a historical tour of the cities of the world and the way we live in them

CITIES AND PEOPLE
By Mark Girouard
Yale, £16.95

It is very hard to imagine what a given city must have been like at the height of its prosperity. Even the apparently unchanged vistas can be deceptive. St Mark's Square today may look very much like a painting by Canaletto, but it must have felt a rather different sort of place in the days when there were prisoners hung in cages from the campanile, public executions in the Piazzetta, and barbers at the base of St Mark's column. I knew of an old lady who was thought to have gone senile when she started telling a story about waking up one morning in Venice, looking out of her window and discovering that the campanile had disappeared. But she was not senile. The campanile did fall down. These things are always happening. Cities change.

If you start with a strong mental image of a place, and then are confronted with the present reality, there can be nasty shocks. Walking round Luebeck, you can imagine fairly well what it was like in the days of Thomas Mann; but only until you come across the great hotel he describes in *Buddenbrooks*, which is now a very modest bank. After that, you lose all confidence that Luebeck was ever as Mann described it.

Mark Girouard suggests that if you want to get an idea of what Montmartre was like in the days when Parisians flocked there for pleasure, you should go to Montmartre. You should go to Tokyo, to the large areas like Asakusa or Yoshiwara devoted to bars, cabarets, and strip shows. Visitors to Paris in the 1880s were appalled at the amount of advertising on every surface. Girouard gets the same feeling in Tokyo, although he finds great charm in that "superficially hideous city".

If you want to get the feeling of a place where all society turns out for a stroll, to see and be seen (as they used to in London) at a certain time of day, you have to go to places like Sicily, and if you want the business version of this experience, try the railway stations in Vienna on a Sunday morning, when they are filled with Turks. Or if you want to know what Sicily is like, without visiting it, go to Munich railway station. Cities fall dead and have a habit of abruptly losing their character and purpose.

The scope of this account is such (from Constantinople to the present day) that there are numerous surprising and illuminating connections to make and explanations to

seek. For instance, it was the English who began the craze for amusement gardens at Vauxhall and Ranelagh. These were directly copied in France, and the tradition was maintained in the nineteenth century, when the newly designed boulevards kept their cafes and restaurants. But in England Protestantism frowned on the idea of drinking in open spaces. As a result, the parks of London are to this day devoid of decent places to eat and drink, while the *Engländer Garten* in Munich is delightful for an *Eisbein* and beer.

The first straight street, designed to give a vista, was in Rome. The first evidence of any aesthetic appreciation of a river vista comes

with the construction of the Ponte Vecchio in Florence, where a gap was left in the shops to show off the view. (This meant forgoing useful rent; the income from shops was regularly used to finance bridges; the goldsmiths of Florence took shops on the Ponte Vecchio because they could afford high rents.) The first harmoniously designed piazza was in Livorno, and this was copied by both France and England. But the square became typical of London rather than Paris for two reasons. The ruling class visited London for

only about four months in the year, during the sessions of Parliament. It was hardly worth the expense of a large house and grounds. One had these in the country. And then the English families were nuclear. A French house was divided into apartments and several families occupied it. On the street side there was a plain wall with a *porte cochère*. Entrance was off the courtyard. It made no sense to arrange such houses in squares, which would have been featureless.

The modern expression of this London upperclass preference for country life is the pied-à-terre, the tiny riverside flat which is such a good investment and so easy to keep clean. The original advantage of

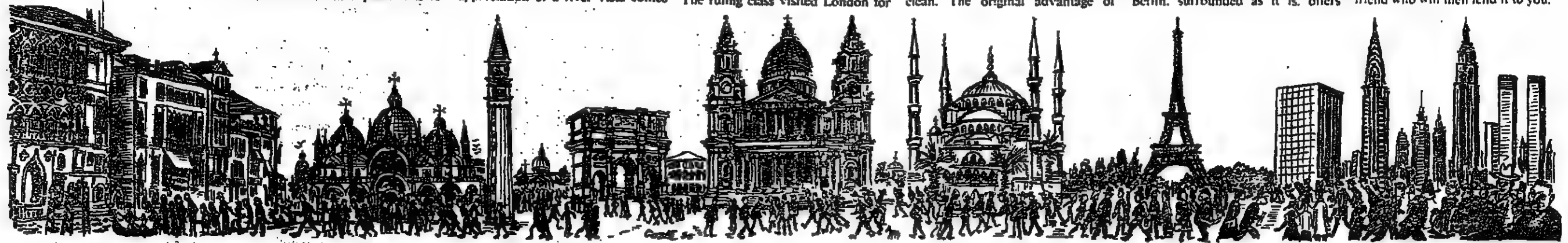
these mews, or one of the advantages, was that the night-soil went out that way, so the lady of the house was in no danger, on returning from a ball, of tripping over a bucket of ordure in the hall. Mews came in at the same time as back stairs came in for country houses. They were, both literally and metaphorically, the back passage.

Girouard says that "the whole monstrous growth of the cities rests on a real basis of economic prosperity, but behind it lie two myths: the myth of the city as a fabulous Eldorado, which tempts immigrants from rural poverty... and the myth of the country as a Garden of Eden, which a few generations later sends them flooding out again into the suburbs".

The second myth he believes to be dominant because the people who believe in it are richer and often more powerful. But if the basic equations in our minds are cities-wicked, country-good, it is interesting to see how different countries have worked out their fantasies of country life. Berlin and the great German cities expanded at a time when apartments were in fashion. But even West Berlin, surrounded as it is, offers

four distinct versions of country life. There is the park, as in Hyde Park. There is the country suburb, modelled on the English villa suburb and post-dating the city of the apartments. There are the forests which are vast and unlike anything near London - only Paris and Vienna rival this amenity. And then there are the allotments, although the word does them no justice, on which German apartment-dwellers have lavished so much fantasy, providing them with summerhouses in which, in the summer, you can actually live. These too are a kind of city, with districts named after socialist slogans - Future, Progress, and so forth. They are a kind of vegetable garden city.

I suppose that the reason why the English allotments have not developed in this way (indeed, you are specifically forbidden on most of them to put up anything larger than a toolshed) is that, since we do not all live in flats, and since so many city-dwellers have a sort of garden, there is not such a strong pressure of fantasy. Anyway, allotments are about the only subject not touched upon in this book, which is full of good facts and observations, and well illustrated. Worth buying for a friend who will then lend it to you.



Academic Gossip

Philip Howard

PEOPLE AND PLACES
By Richard Cobb
Oxford, £12.50

Richard Cobb has always been a historian of the worm's-eye-view and the grass roots. This collection of 22 articles, and reviews shows off his virtues admirably for those who are never going to read his big books of French revolutionary history: a love for ordinary men and women rather than the great ones of the world; an endearingly childlike curiosity; a sense of fun, gossip, oddity, and academic mischief. He writes extraordinarily well in a rather Gallic way, with elaborate constructions of clauses and parentheses. Most of the pieces have been published before, usually in college magazines and other ephemeral journals. But several now appear for the first time, including a long, eloquent, and funny tribute to the French historian and Communist, Albert-Marius Soboul.

The themes range from the tribulations of wearing a Horn-burg hat as a schoolboy to the melancholy of seaside towns, and from gaudy nights at Balliol to the so-called street life of Paris before it was destroyed by redevelopment. For a man who pretends not to have read Proust, in order to tease the *hien-pensants*, he is profound about more populist writers such as Simenon and Raymond Queneau. The gossip is often scandalous, sometimes concealed in the innocent obscurity of French low slang. A love of his friends and of ordinary people shines through the fun. Cobb writes about people and places directly as he sees them, without hypocrisy, which is why he is a very good as well as an unusual historian.

The Management's decision to omit summer this year seems to be having an unsettling effect on the less robust elements of society. Take publishers. Never the most stable group of men and women, they seem to be in the grip of a collective delusion that Christmas 1985 is to be celebrated a month earlier than usual. How else to account for the publication in early September of not just one but three novels which on the face of it look to have a sporting chance of separating the punters from their hard-earned pennies?

Clive Sinclair is a writer who has to be taken seriously, if only for his achievement in being named one of the Book Marketing Council's Top Twenty Young British Novelists at a time when the only novel that bore his name was out of print. He is however the author of two collections of highly accomplished, if rather quirky short stories, *Hearts of Gold* and *Bad Bugs*, which no doubt earned him his seat at the literary table. But it is his latest, *Hearts of Gold*, which is the real thing. It is a novel which is not only a masterpiece of the genre but also a work of art. It is a novel which is not only a masterpiece of the genre but also a work of art. It is a novel which is not only a masterpiece of the genre but also a work of art.

rape Helga not only adds a certain zing to his barmy zing, but also subsequently provides him with the inspiration for his first novel. A thrifty user of whatever the world casts his way, Jake meets his match in Lena, whom he marries before becoming Literary Editor of the *Jewish Voice*. Perhaps the circumstances of his appointment should have made him suspicious. Lena, simply, announces that the Editor, an old boy-friend, is prepared to play ball, and the niche sounds too cosy to be refused. But it turns out that Lena's soft spot for literary gentlemen is not just a thing of the past, while Jake finds the literary world an altogether more dangerous environment than he had anticipated. The Israeli Cultural Attaché is panned down on the pavement beside him, then he himself becomes a target for the rabidly anti-Semitic Children of Albion and an equally loony group of Zionist fundamentalists.

Tricky Literary Jewish japes

FICTION

John Nicholson

BLOOD LABELS
By Clive Sinclair
Allison & Busby, £8.95

THE GOOD TERRORIST
By Doris Lessing
Corgi, £9.50

THE SICILIAN
By Mario Puzo
Bantam Press, £9.95

Mr Sinclair is a tricky, very literary writer. He clearly admires Nabokov, Heller, and Pynchon, and shares a number of stylistic characteristics with such fellow Top Twenty YBNs as Amis, Gee, and McEwan. However, I have to say I found *Blood Labels* disappointing. Clever, for sure. But unmoving, even bloodless.

Neither of the week's other new books lives up to the expectation created by the name of its author. Admirers of Doris Lessing may be reassured that she has never written a more realistic book than *The Good Terrorist*. Nor one that is more depressing. This is a painfully accurate account of the life and times of an extraordinary tedious person - Alice, the daughter of well-to-do parents, who dropped out when it was fashionable to do so and now, approaching 40, is Earth-Mother to a hoistam of inadequate and delinquent in a squat somewhere in London. Self-styled revolutionaries, they are happy to milk the system they are pledged to overthrow. Incapable of decorating a room, let alone blowing it up, they are rebuffed in their attempt to ally themselves to the IRA. Finally, however, they do manage to create an explosion - with consequences they had never anticipated.

Equally unexpected is the fate of the dashing, Robin Hood style bandit hero of *The Sicilian* - at least to Michael Corleone, the man sent to bring him to America. I doubt however whether many readers will share the Son of the Godfather's surprise, since Salvatore Giuliano's Nemesis has been telegraphed for approximately 350 pages before it finally overtakes him. This is a pleasant enough adventure story, surprisingly light on violence and almost totally devoid of sex. Not at all what one might expect from the sequel to Mario Puzo's massive best-seller, though it will no doubt sell well on the back of *The Godfather*. Or will it? Perhaps these publishers are wiser birds than we realized.

Imperfect English gent

J. W. Lambert

THE OTHER SIDE OF THE MOON
The Life of David Niven
By Sheridan Morley
Weidenfeld & Nicolson, £10.95

Over a period of exactly 50 years David Niven (1910-1983) appeared in 100 or so films (including early work as an extra); only about 10 of them made any contribution to the art of the cinema; perhaps another dozen made a pleasing addition to civilized life in terms of agreeable fun; the rest, it seems, according to informed opinion, were rubbish.

Still, not everyone who dies in Switzerland has the British Ambassador attending his funeral, or for that matter a full-length biography such as Mr Morley's so readily and exhaustively compiled. Mr Morley, in fact, holds that Niven deserved a knight-hood. Not for his acting skills, though these might have been greater, had they been stretched; rather for the large part he played in popularizing over much of the globe the image of the quintessential English gentleman: debonair, talented, and mischievous, who turns up trumps in a crisis.

He is generally held to have been not so much an actor as a projector and magnifier of his own temperament and personality. Mr Morley's well-told story rises above the mere chronicle of an actor's, not to say chancer's, life by giving us, as his title suggests, the darker side, as well as the mask, of a complex and perhaps desperate character.

He gritted his teeth and, always on the edge of financial disaster, went doggedly to work on any film he could get - until, as Mr Morley makes clear, he ceased to care about any kind of quality, simply applying his talents to whatever he could get. He masked frequent humiliation with an outward manner of unshakable gaiety. Perhaps he hardened himself in the process, in private moments projecting what his Army friend Michael Trobshaw called "bitterness and cynicism".

And then, those endless anecdotes. Even at school, "his jokes and pranks were always much the same, they were repetitive". In the end they just brought him more fame and money than he had ever known when cobbled up into these volumes of memoirs. *The Moon's a Balloon and Bring on the Empty Horse*. In life, they became a dreadful, inescapable trademark, recalling the wretched Hugh Dearborn in Osbert Sirwell's story *The Machine Breaks Down*. "His talk became something outside himself... He was Frankenstein, his conversation the monster - but a monster with charm".

Yet, Mr Morley's portrait more than suggests, by and large he was a life-enhancer, off-screen as well as on. "He took tremendous trouble always to know your name and ask after your family", he made the obscure welcome, he calmed the life on the set, his sense of fun was entirely genuine. His endurance in adversity was almost too gallant for his own good. And the qualities he embodied as a performer were, in the throwaway fashion, surely not to be despised.

Centenary of our phallocrat

Fiona MacCarthy

D. H. LAWRENCE
An Unprofessional Study
By Anais Nin
Black Spring Press, £14.95

LAWRENCE'S MEN AND WOMEN
By Sheila MacLeod
Heinemann, £12.95

FLAME INTO BEING
By Anthony Burgess
Heinemann, £9.95

There has always been a woman's view of D. H. Lawrence, though current feminists sometimes behave as if they owned him. Or more frequently, disowned him. The timely reprint, over half a century after it was published, of this charmingly passionate pro-Lawrence literary study by Anais Nin contains the rather salutary reminder of how sensitive he was to the nuances of life as lived by women. How exact he was in describing every day female domesticity.

Anais Nin, who was to come to fame and scandal as an erotic writer of considerable interest on her own account, wrote the unprofessional study of her literary hero in Paris (where else?) when she was 28. Her discovery of Lawrence was evidently an important stage in her development and indeed the strongly autobiographical tenor of these three offerings, for Lawrence's centenary week - and there are more - gives one the impression that an awful lot of writers have been measuring out their lives by D. H. Lawrence. Which is in a way a disorientating thought.

Sheila MacLeod had Lawrence pressed upon her in her early puberty in the 1930s by her rather engaging Leavisite Lawrence parents, for whom the D. H. Lawrence volumes borrowed from the public library along with the collected editions of *Servant* seemed a splendid substitute for the more traditional teenage moral guidance talk. Little Miss MacLeod

read on in fascinated horror as the secrets of adult life were laid bare alarmingly and on the whole incomprehensibly. Now describing herself with that certain feminist dogmatism as "a woman in her 40s, a woman who is a novelist and a mother" she has come anew to D. H. Lawrence and given him the full force of the feminist critique.

Those who have read Sheila MacLeod's *Art of Starvation*, her account of her anorexia nervosa sufferings, will be well aware that she is an intrepid and vivid recorder of experience, especially the bodily. At the centre of her analysis of D. H. Lawrence's views on men, women and sexuality is her deep mistrust of Lawrence's theory of phallic supremacy, on the grounds that this is not the way things actually happen. She examines Lawrence's assumptions about pregnancy, motherhood, female sexual responses, against the way that she, as a

woman, has experienced them. Often, she finds Lawrence is by no means ringing true.

I had approached this book, I must say, rather gingerly, having found so much feminist writing about Lawrence both ignorant and turgid. But Sheila MacLeod's book is always careful and intelligent, close to the text, and written with an unaffected candour with I find myself liking and admiring. It alters indelibly one's view of D. H. Lawrence as well as, possibly, one's own experience of sex.

Interestingly enough, Anthony Burgess, in what sets out to be a plain man's guide to D. H. Lawrence, a nice expansive book and a model of its kind, while making no claims for Lawrence as a harbinger of Women's Liberation, stresses that same point about his humane view of the importance of sexuality in general and his promulgation of a creed of sexual tenderness.

It might be said, however, that some of the unfavourably intriguing autobiographical throw-ins of Mr Burgess, in particular his crazy romantic correlation of Lawrence, exiled writer married to a foreigner, to his own life as literary outcast with a foreign wife whose lineage is rarefied, return us to that most contentious issue, a red rag to Ms MacLeod, feminist and novelist, of Lawrence's horror at the thought of women writers. Woman's role is that of reader. Without readers, who shall write?

Swinger of Oz in London

Richard Caseby

FALLING TOWARDS ENGLAND
Unreliable Memoirs II
By Clive James
Corgi, £8.95

The kid from Kogarah lands in Britain. Cliving, a cardboard suitcase stuffed with Hawaiian slippers, rubber sandals, and dreams of becoming the Australian Keats, Clive James arrives in London as the Sixties begin to swing.

Open-mouthed and open to offers, our hero's first artistic accomplishment in the land of Mini cars and mini-skirts is a finely constructed begging letter to his mother. Somewhere along the way he has evidently digested William Faulkner's advice: "If a writer has to rob his mother, he will not hesitate: the 'Ode on a Grecian Urn' is worth any number of old ladies."

Falling Towards England is the second instalment of Clive James's uproarious *Unreliable Memoirs*, charting an ascension from teenage tearaway to Don Juan of Tufnell Park. As the preface reveals, one of the dangers of autobiographical fiction is the chance of inflating a mother's wrath in this case that of Mrs James, who objected, not to her portrayal in the first volume, but to her son's own. It is not that *Unreliable Memoirs* is a total fabrication, it is just that several characters find themselves telescoped into one. The result is the truer truth, though not in a mother's eyes. The son is penitent both for the injustice of the means, and for his abuse of girls who allowed themselves to be exploited by a vision in unexpected footwear.

From James's endearing version of Proustian memory - "when I hold my hands as if in prayer and roll a pencil between them, I can smell the plasticine snakes I made in Class IB at Kogarah Infants' School" - we are thrown headlong into the London of 1962. James is in the right place at the right time, but with the wrong financial arrangements. As such he experiences the eruption of permissiveness from within the four hardboard walls of rented rooms and to the accompanying

whirr of ravenous gas meters. This volume is more serious than the first, probably because young adulthood offers more opportunity for regret than a blindly irresponsible childhood. The slight shift in tone, though,

is no killjoy. James's wickedly funny jokes and jibes make you laugh out loud and feel warm to the man. No wonder girls wanted to feed him greens, and men lend him money.

I can barely wait until the unshaven, combat-jacketed stand-in for Robert De Niro's Taxi-driver if you narrow the eyes James's strawberry coloured shoes might look brown) begins term at Pembroke College, Cambridge. Perhaps he will learn how to drink more than three pints and retain the power of speech. Perhaps he will write a poem.

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WHSMITH

THE TIMES DIARY

Jim comes unstuck

The Foreign Office and the Kremlin have jointly destroyed the dream of Jim's fix it girl Cariona Nisbet, who today was to have been British ambassador in Moscow for 24 hours. Our new man in Moscow, Sir Bryan Cartledge, was happy to allow her to open his round of social duties, which were to have been filmed by a BBC camera crew. Alas, visas for the trip - planned over a year ago - were refused by the Russians yesterday. Signs of relief at the FO where my source tells me Sir Geoffrey Howe's office was afraid that the sight of champagne sipped under the chandeliers of our opulent embassy on the Moscow River might give viewers the wrong idea of FO spending in these austere times. The Beeb, believing it would be sufficient to negotiate with the FO, failed to clear the project with the Soviet authorities.

Radio doctor

Two sets of producers at the BBC were treated to a nasty display of tantrums by David Owen yesterday. In the morning the SDP leader turned up at the Beeb's outside broadcast studio in Torquay to demand a telephone-linked session with Mrs T's favourite broadcaster, Jimmy Young. JV, however, had already arranged to speak to the Home Secretary, Douglas Hurd, about the Handsworth aftermath and his producer did not want two heavyweight politicians on the same programme. Then Owen was due to have an interview with Gordon Clough, presenter of the *World at One*, at 1.15, to follow a priority report from Handsworth. Owen arrived 25 minutes early and demanded top billing or "I'm going". Desperate pleading followed, with Owen saying "You would not do this to Thatcher or Kinnock". In the event the Handsworth report was late: Owen got his way, and was broadcast first, leaving the men from the Beeb seething.

Shirley Williams' late arrival at Tuesday night's SDP revue can be easily explained. She was so late for dinner at the Palace Hotel that the head chef refused to take her order. He eventually relented and offered her an omelette instead.

Clouding the issue

Anti-CND campaigner Lady Olga Maitland, chairing a sparsely attended SDP fringe meeting, unwittingly took comfort in the fact that a member of the audience was sporting a Women & Families for Defence badge depicting a baby-cradling couple. On closer examination she discovered a speech bubble had been added saying: "Darling, it's a mutant."

Undiplomatic

Two British ambassadors just don't seem to know who's boss. At two dinner parties during an overseas trip Foreign Office minister Baroness Young was subjected to the ignominy of having to leave with the ladies to "powder their noses" while the men got stuck into the port. Lady Young's reaction to the ambassadors - whose names have not been released - was said to be of "controlled rage", although her office said yesterday she took it all in good part. I suspect her leader would not be so charitable.

Off the cuff

While British Airways gets Roland Klein to design its outfits, the Post Office thinks men's shirts are good enough for its female staff. Writing in her union journal, PO worker Elizabeth Smith says of her new uniform: "We were promised blouses - and what do we get? Some of us are generously endowed and find the cut does not cater for this - although it does allow room across the back for muscles which we do not have. As to the style, no self-respecting designer of women's clothes would put large pockets on the chest area..."

From the Labour Party's 1985 NEC report on fund-raising: "The national fund-raising was appointed in April 1984. His first nine months of activity resulted in a loss of £11,000." Good job they didn't appoint another.

Left wing

Fe-Fi-Fo-Fum, Mrs T is not going to like this one. The outline of Ned Sherrin and Alastair Beaton's new pantomime *Denis and the Beanstalk*, to be sponsored by the GLC, is rather uncompromising about her escort. The pantomime opens at the village green in Chequers, a Thatcher idyll where villagers dance around a maypole, hang from trees and are given short, sharp shocks. Denis ascends the beanstalk to the dream Kingdom of Gorbachovia and defeats the giant by drinking him under the table. Meanwhile an alternative pantomime drafted by Beaton called *The Black Cinderella* has been put on the "back burner" because the GLC is fearful of upsetting the ethnic minorities. Perhaps it could give him a grant to change the script.

Open door

Sir Alfred Sherman rings to say that contrary to my report he did not "gatecrash" a buffet for the TUC General Council last week, nor did he "tipple happily for an hour". I drink water at midday and I was invited to the host, Granada TV, who tells me that Sir Alfred was not on the official guest list but that the day before the event he met a Granada executive and said he understood there was to be a lunch and could he come. The Granada executive said he could. No gatecrash and no tipping: just a little "gatecrude" and some mineral water.

PHS

Clare Short MP looks for the underlying cause of the riots

Handsworth: Thatcher's legacy



'Buildings can be replaced; the dead cannot be brought back'

Why did it happen? That is what people in the streets are still asking in the aftermath of the Birmingham riots. Older people - white and black, Asian and West Indian - give the answer: lack of jobs. "Give them work and they'd be home in bed instead of milling around the streets," said one. "They have no future, and no hope," said another. "No money and no possessions."

Everyone agrees that the deaths were a terrible tragedy. All around Handsworth people say what a good, well-respected man the postmaster was. We agree that the buildings can be replaced; the government or the insurance companies will pay for what has been destroyed. But no one can bring the dead back to life.

There is a lot of talk, quite detailed, about the events that sparked off the trouble. On Thursday night there had been a meeting of three white-led residents' associations who claimed that the pub near where it all started was a centre for drug dealing and should be shut. The meeting got lots of publicity. The police were strongly criticized for not cracking down on drug traffickers. It was also said at the meeting that young Afro-Caribbeans were responsible for the drug problem. This was strongly resented.

Young blacks say the police had started behaving more aggressively in recent weeks, raiding pubs and clubs and harassing them on the streets. The police deny this.

On Monday police stopped an Asian man in a car because he was parked on a double yellow line. It is said that they behaved badly. A young black woman protested, and was, it is said, attacked by the police. An angry crowd gathered.

Later the burning and looting started. Cars were overturned and blocked roads. Once it began, I suspect it fed on itself. And young people with nothing enjoyed the looting. Many who live on Lovells Road say how terrifying it was and how for hours the police were nowhere to be seen.

The initial protest became a chance to loot and steal. Looting spread to other streets and became selective. Jewellers and video shops were broken into; small grocery shops were left intact. On Tuesday evening I visited a family who run a well-stocked off-licence and grocery about two miles from the centre of the trouble. About 20 young people started smashing the windows at about 11pm. The family covered upstairs, petrified, as tiles were ripped open, boxes of liquor taken and the chocolate display thrown around the shop.

Some commentators have suggested that there is a conflict between the Afro-Caribbean and Asian communities. This is misleading and wrong. Many of the shops which were looted are Asian-owned because the majority of the shops in the area are Asian. But the

temple near the centre of it all wasn't touched, and young whites and young Asians were also involved, especially in the looting. I was told of an Asian woman pleading with the crowd to leave her shop alone because she was alone with her children. Some young Afro-Caribbean girls made sure the crowd moved on.

On Tuesday, as people again gathered in the streets we heard that Douglas Hurd was arriving. We all waited. Suddenly a Jaguar and two police cars drove up at speed with lights flashing. A man obviously meant to be important jumped out. Young people in the crowd started making a noise to show their disapproval. The droves of journalists knocked people over in their excitement; Hurd marched straight ahead. A crowd gathered round,

continuing to make clear he was unwelcome.

The police then decided to push them away. In a minute, bricks were thrown, riot shields came out, a police vehicle was stoned, overturned and set on fire. There is no doubt that this riot was sparked off entirely by the manner of the Home Secretary's arrival.

It is strange how, despite all the drama, life continues as usual. The area affected is relatively small; nearby, Tuesday felt like any other day. Children went to school, traffic moved and shops were open as usual. But pubs and off-licences were closed and shopkeepers hovered, frightened, outside their shops.

More trouble was inevitable. But policemen were everywhere and buses of reinforcements were parked around the area. I assured my frightened family that if there was trouble, this time they would be protected. This proved true on the second night. Despite vast crowds on the streets there was no significant trouble.

What is the cause? I have no doubt that it is unemployment. This does not excuse or justify the destruction, but if similar riots are to be avoided in future, the truth has to be faced. In 1979, Birmingham had 6 per cent unemployment; now 30 per cent of the 300,000 people in the inner core are out of work. For young people the figure is even higher. For young black people, there is nothing. They have no jobs, no income and no dignity; everywhere they encounter racism and rejection, and they have no hope that it will get better.

Such a riot is a mindless and destructive cry of rage, the cause of powerlessness, poverty and racism. Obviously it achieves nothing; it is inarticulate and unorganized. But unless someone is ready to listen, I fear it will happen again and again. This is the Britain that the Thatcher experiment has given us.

The author is Labour MP for Birmingham, Ladywood.

Bernard Levin: the way we live now

Don't let censors call the tune

At the end of the Second World War - it may even have been before VE-Day - John Barbirolli conducted a concert in Germany. I cannot now remember whether it was with his own orchestra, the Halle, or whether he was conducting one of the Armed Forces' orchestras, but I remember vividly the speech he made before the music started (the concert was broadcast live). He announced that one of the works to be performed, the Mendelssohn Violin Concerto, had not been played anywhere in Germany for 12 years. This absence from German concert platforms, he explained, had had nothing to do with the work's musical quality; it had been banned because Nazi ideology had imposed an arbitrary political test upon it which it had failed. The Mendelssohn Concerto was written by a Jew, and that was enough, amid the mad evil that was Nazism, to bar it from every concert-hall in Germany.

That concert, and Barbirolli's speech, have remained in my memory for 40 years, which is not, I think, surprising, for it was a tiny, but hugely symbolic illustration of why Nazism had to be destroyed, a definition, if you like, of what the Allied cause ultimately meant.

For 40 years I have kept that memory bright, not only because I was one of those who, if the war had been lost, would have perished in the gas-chambers for the same illlogical reason that banned performances of Mendelssohn's music, but much more because it marked out in everlasting fire the boundary between freedom and tyranny, tolerance and persecution, art and power, integrity and corruption, right and wrong.

In all those 40 years, it has never occurred to me that such tests might one day be applied to the performance of music in this country, because I could conceive of no circumstances, other than the invasion and subjugation of Britain by a totalitarian enemy, in which the question could even be raised. But I had reckoned without what is now familiarly and justly known as the Fascist Left, and in particular, that movement's capture of the government of London.

Since at least the middle of July, the GLC has been imposing upon all promoters of concert and other events at the South Bank concert halls (Royal Festival Hall, Queen Elizabeth Hall, Purcell Room, Waterloo Room and Hungerford Room) a political requirement

which they are obliged to fulfill on pain of having their bookings refused or cancelled. In the GLC General Conditions affixed to every contract for a performance in the South Bank Halls, there is now a stipulation (Section 4, Clause 34) that:

The Licenses (i.e. the promoter) (i) shall not engage for appearance at the performance or performances to which these conditions are applicable any entertainer actor musician or other artist or any group of such persons named in advance; (ii) shall refuse to signify in writing his/her intention not to appear as a performer in any of the following territories (a) in any part of the Republic of South Africa or (b) in the Homeland territories of Bophuthatane Transkei Ciskei Venda and KwaZulu or (c) in Namibia unless and until the system of apartheid shall no longer prevail in that territory, any dispute as to whether the system of apartheid prevails in that territory to be referred for determination to the Director of the United Nations Centre against Apartheid; and (iii) shall not contract with any entertainer actor musician or other artist or any group of such persons to appear at such performances unless the contract expressly includes the following terms...

There then follows a declaration, which must be obtained by the promoter from the artist, the terms of which match, but in the first person, the wording above ("I/we declare that I/we have no intention of performing in any of the following territories...") with the addition of a sub-clause which reads as follows:

It is agreed that if before the time of performance of this Contract, I/we do so perform or contract to so perform (the promoter) may without notice terminate this Contract in which event no fee shall be payable thereunder to me/us and any fees paid in advance shall be refunded by me/us to the promoter.

By an irony which I relish, I think I must be the very first person to be excluded from the South Bank Halls by the Fascist Left's political test; if so, I am very happy to stand alongside Felix Mendelssohn, who was banned for non-artistic reasons by an earlier generation of totalitarians. I was not, it behoves me to add at once, proposing to play the piano at the Festival Hall, let alone sing Wagner, so before conclusions are jumped to, let me explain what I was engaged to do. There is an admirable group called Arts Liaison, which has raised substantial sums of money for the benefit of the arts in South Africa, and of their regular items is the staging (normally in the Waterloo Room at the RFH) of a public interview with a celebrated musician, and I have

conducted several of these. To mark Elisabeth Schwarzkopf's forthcoming 70th birthday, Arts Liaison proposed that I should do such an interview with her; Madame Schwarzkopf agreed, and all was settled - until I learned that I would be expected to pass a test of ideological purity.

Naturally, I refused to pay the GLC's blackmail demand, and since the organizer of the event had no intention of insisting that I should, the occasion was abandoned. (Happily, the Cinema at the Barbican Centre turned out to be available for the date fixed - Monday, December 2nd - and the interview will now take place there.)

It is no use saying that we only have to wait until next April, when the GLC is abolished and this evil business is swept away. The Royal

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continuing to make clear he was unwelcome.

The police then decided to push them away. In a minute, bricks were thrown, riot shields came out, a police vehicle was stoned, overturned and set on fire. There is no doubt that this riot was sparked off entirely by the manner of the Home Secretary's arrival.

It is strange how, despite all the drama, life continues as usual. The area affected is relatively small; nearby, Tuesday felt like any other day. Children went to school, traffic moved and shops were open as usual. But pubs and off-licences were closed and shopkeepers hovered, frightened, outside their shops.

More trouble was inevitable. But policemen were everywhere and buses of reinforcements were parked around the area. I assured my frightened family that if there was trouble, this time they would be protected. This proved true on the second night. Despite vast crowds on the streets there was no significant trouble.

What is the cause? I have no doubt that it is unemployment. This does not excuse or justify the destruction, but if similar riots are to be avoided in future, the truth has to be faced. In 1979, Birmingham had 6 per cent unemployment; now 30 per cent of the 300,000 people in the inner core are out of work. For young people the figure is even higher. For young black people, there is nothing. They have no jobs, no income and no dignity; everywhere they encounter racism and rejection, and they have no hope that it will get better.

Such a riot is a mindless and destructive cry of rage, the cause of powerlessness, poverty and racism. Obviously it achieves nothing; it is inarticulate and unorganized. But unless someone is ready to listen, I fear it will happen again and again. This is the Britain that the Thatcher experiment has given us.

The author is Labour MP for Birmingham, Ladywood.



Paula Young

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Ronald Butt

Can Owen woo the true blue-collar?

In a remarkable display of political metaphysics, the Social Democrats have debated their True Nature. Is their party the rightful claimant to the best traditions of Labour, or is that an unhelpful self-description? The debate on Tuesday was on a motion whose mover swore his loyalty to Dr Owen, but that assurance cut no ice with Owen's more combative friends. They saw it as another blow struck by the Jenkinsites who, unlike Owen, want the SDP and the Liberals to get even closer together, and eventually to merge.

One reason for maintaining a separate identity is the belief that the SDP, with its roots in a deflection of Gaitskellites from Labour, would be a better magnet to attract Labour voters than the Liberals. One might, therefore, have supposed that the Owenites would have welcomed a motion which, while criticizing the leadership for "relying" too much on (Tory) "protest voters", wanted it to appeal more to Labour's traditional values and voters by presenting a more "radical" approach.

But no. Code (in the contemporary misuse of the word) is code, and the motion was taken as a tilt at Owen and his previous emphasis on "tough" (that is, realistic) economic attitudes. The conference therefore adopted a compromise amendment calling for a more classless, non-racist, more equal and radical society, as well as a change in presentation.

The debate had been a wrestle with words and meanings in which every person defined the words to suit himself. Was it a left-of-centre party and what did the words mean? Did it "spring from the traditions of Atlee and Gaitskell" or was it something quite new? If it claimed traditional Labour values might not Tobin misrepresent them as the values of Kinnock, or even Scargill? The argument reached a tortuous climax when Ms Polly Toynbee declared that "of course" they were on the left, and always had been, but that there was no need to use the old language and "call themselves left". Yet though it may have seemed an arid and unreal argument, something has come from it.

The next day, Shirley Williams showed that she had taken the point. This was the bright spot in her presidential speech which was marred by an atrocious comment on the Handsworth riots, which she used as further justification for proportional representation on the grounds that it would bring more black people to Parliament.

Still, the point must not distract us from Mrs Williams' admission that though as an old Gaitskellite she had sympathized with the lost motion, she had discovered from the debate that the appeal to Labour's traditional values now had no meaning for most Social Democrats. They wanted their values to be new.

But how these values are to be described and how the SDP is to beckon Labour voters, the party does not quite know. What it does know is that it is doing badly on the council estates and in the inner cities, where it is perceived as being anti-union. There is some dispute

about whether rank-and-file trade unionists really see the SDP as anti-union or whether this is simply what the union bosses tell them. It is probably a bit of both.

When the SDP talks about appealing to traditional Labour values, what it really means is whether rank-and-file trade unionists will shun it, and how far it can be perceived as moderate Labour's heir. In other words, the metaphysics were about the party's image. The SDP can take seats from the Tories but what can it take from Labour? Does it have a separate role as a magnet for these votes?

Roy Jenkins does not think that in the British people have room in their hearts for more than three main party groups. I am not so sure. Under PR (and without the German 5 per cent rule which would probably be inoperative here) there might be room for any number. Indeed you could argue that where there are only three parties, the third will be squeezed, as in Germany with the Free Democrats, to the point of extinction. Holding to only three parties under PR is a distinctly artificial idea.

There is, however, no point in speculating on the incalculable consequences of PR. The job of the Social Democrats, and their allies, is to get a share of power so as to bring it about. When every allowance is made for the new politics which Owen described yesterday, that must mean in some sense replacing Labour as the main "radical" force. Can that be done?

In Britain (despite the appearances of the last 60 years) there is no unbreakable two-party structure, even under existing electoral law. Parties rise and fall in response either to great issues (the Corn Laws, or Home Rule) or because the existing parties no longer accommodate social change (the replacement of the Liberals by Labour earlier this century). There is no great issue now but there is social change of the kind that is symbolised by Eric Hammond's electricians union and the AUEW, to both of which Owen alluded yesterday.

If the members of such unions, increasingly associated with middle-class personal attitudes, who will have to be a major SDP target, if Owen and his friends get the political leverage of which he spoke yesterday, it will be because social change has provided it. Many of their attitudes, new politics notwithstanding, have a Gaitskellite basis. There is a strong attachment still to agreed planning: to the ideal of "equality". But there are also differences.

The planning (in theory) now leaves more room for a competitive enterprise society: the old middle-class patronising obsession with engineered equality, the hallmark of Gaitskellism, is generally less evident because so much more equality has come naturally. Mrs Williams still speaks the old language: Owen's is significantly newer. For the Alliance to win the balance of power, a rapidly changing society will have to be convinced that it really is speaking a new language, and is not just the old Gaitskell-Jenkins-Crosland recipe dressed up.

moreover... Miles Kington

In training for wider horizons

"Being a railway guard has taught me more about life than I ever expected to know," said the soft-spoken man with the silver spectacles. "I have explored the philosophies of the East, seen the mysteries of life and death, and learnt how a penknife is put together. I have also picked up some Russian and Spanish, and seen the dawn come up over Dawlish."

"How can this be, O silver-spectacled guard?" I said wonderingly. "I thought that as a railway guard your function was restricted to inspecting people's tickets and asking them for more money. How can this teach you the truth about life?" He permitted himself a brief smile.

"It is true that I walk through the carriages inspecting the pieces of paper and card that the company has issued to the passengers, but this is only the outward form of what I do. Remember too that I am in charge of 400 people hurtling at 100mph between great British cities, people with problems who have nobody to turn to but me. Their problems make my education."

"Perhaps this conversation would be more interesting," I said, "if you could turn from the general to specific, O silver-sided guard."

"Certainly, squire. Not so very long ago I found a family of seven Asians in first-class accommodation having themselves a real barney among themselves in their own language. It turned out that they were in the middle of Ramadan, when Muslims may not eat between the hours of dawn and dusk. It was also turned out that our buffet was due to close at Didcot, precisely when dusk started, and they felt aggrieved by this fact. During the ensuing discussion, I found out a great deal about Islam, something about the way sandwiches are prepared on Pakistani railways, and a few phrases in Urdu."

"That is a great deal for one conversation," I said admiringly. "Certainly, I also found out that they had second-class tickets. This discussion."

We were seated, he and I, in a second-class coach of a train from Plymouth to London. It had stood stationary for 15 minutes, somewhere in Wiltshire, which had given him the time for a chat with me. The sun came in low across the downs.

"In parts of Russia," said the guard, "the sun lies this low all day. This means that many Russian cars have the sun-visor attached to the windshield not at the top, as we do, but at the bottom. This I learnt from a tipsy Russian who, when I asked for his ticket, offered me a bottle of Russian champagne. Or as I once learnt from a lawyer specializing in brand names, champagne-methods-type sparkling wine."

"Did you accept it in lieu of a ticket?"

"I did not. He then produced a Russian student rail pass and taught me the Russian for 'You scratch my back, and the wolf will never come to the door'."

He said something in Russian, presumably the unwieldy proverb in question, and we sat in silence for a while.

"The thing is, you see," said the silver-toothed guard, "that if you have 400 people on one train, the odds are that one of them will be suicidal, one will be heavily pregnant, one will be speaking a language you have never heard before, and one will have behind a bag full of government secrets."

Then his expression changed slightly and he asked to see my ticket. I showed it to him.

"You are travelling on a first-class ticket, sir," he said softly, "yet you are in second-class accommodation. How is this?"

"First-class is full of businessmen doing their market research and dictating letters for their secretaries," I stammered, "but second-class is half empty. Surely you would not begrudge me...?"

"I would not, sir, except that so far you have told me nothing I did not know already."

It was quite true. So far I had done nothing to satisfy the guard's lust for knowledge. I gave him my 10-minute lecture on the role of the banjo in early jazz. He indicated he had heard it all before. I told him Raymond Chandler's theory about the length of secondburns on deceased males. It was not new to him. I showed him how to fix a postage stamp on the ceiling while sitting in your chair.

"That is a new one on me, sir," he said admiringly. "This has been a wasted voyage after all." He left me, and walked on.



P.O. Box 77, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

THE DOCTOR'S PARTY

Dr David Owen broke new stylistic ground with his speech at the end of the Social Democrats' Conference yesterday. His manner was reasoned rather than rhetorical; candid and confiding rather than hortatory. He offered a new kind of politics, and approaches which, by trying to reconcile conflicting but none the less reasonable positions, will appeal to many voters.

Thus on social services he spoke (with particular reference to the plight of the elderly) of the need to get resources to people who really need them, a criterion which Mrs Thatcher would not reject. He spoke of reconciling economic growth and prosperity with some "green" ideas to meet the anxieties of people (many Tories) about what he called the rape of the countryside. On defence he made the point he most wants to ram home: that if Britain wants to have influence with the United States it will no more be achieved by kicking them out of bases here which they have had since the war than it would be by slavish acquiescence to every jot and tittle of American policy. Dr Owen's new slogan, Fairness and Firmness, is also an improvement on Tough but Tender.

Yet the theoretically reasoned and reasonable approach of SDP politics does not necessary betoken plausibility in the real political world. That much was evident from the most interesting of Dr Owen's policy passages dealing with incomes policy. How, he asked, do you fuel demand to create economic expansion (as the SDP intends to do) without the inflation which destroys living standards? In answer to his own question he insisted that he did not want to "have to introduce" statutory restraint of wages.

POOR FARE FOR PEACOCK

According to its initial submission to the Peacock Committee the BBC is conducting a commendable range of research into the future problems of British broadcasting. It is investigating the potential growth in advertising, in sponsorship, and in subscription techniques. It would like to know whether any programmes appeal to so specific a part of the total audience as to justify special advertising rates or other financial support. In its opening remarks to Professor Peacock, published yesterday, the BBC offers for later in the year "a thorough review of the services it should in future provide for the public".

It is rather odd therefore that the BBC should have not waited for the results of this research before reaching its conclusion that "its historic claim to the income from a general licence fee" remains intact. It accepts that there has been some "loss of confidence in the long-term durability of the licence fee

system". But its reaction is "to clarify and restate a strategy that can carry into the 21st Century". Restatement is high on the BBC agenda: rethinking is not. Indeed, although the expanded evidence (with all the new research results?) is promised to the Committee before Christmas, reference to this "future strategy" is to be made only "as appropriate".

It cannot of course have been easy for the BBC to prepare this submission to a Committee which it did not want and whose supporters it is still trying to discredit. The Corporation had somehow to show to the public that its mind is not closed without admitting to Professor Peacock that it might ever have been wrong. In neither respect is yesterday's document very convincing. The BBC clings to the formula that the BBC and public service broadcasting - like love and marriage - are inseparable. "Its use of public money" the BBC

claims "should be governed by the fundamental criteria which it (four italics) has established over the years." There is no sign here that any of the BBC's new research will concern other interpretations of what public service broadcasting might be, what might be the limitations and how it might be paid for. There is no sign of any open mind at all. Corporate defensiveness and pessimism prevail. The possibility that a freer market for broadcasting might actually generate some economic activity gets short shrift at Broadcasting House.

An organization which can claim - in contemptuous conflict with the facts - that "it is not engaged in a ratings battle with its competitors" clearly needs to be watched very carefully when it is dealing with less clear-cut results of research. Professor Peacock's Committee, however, is conducting extensive researches of its own and will draw its own conclusions.

CIVILISING THE SOUTHERN CONE

In Santiago the Chilean protest season returns with the regularity of the Southern Spring, and in this his 12th year in power, General Pinochet looks a degree more isolated and even eccentric, the opposition to him a degree more lucid, united and coherent. In Buenos Aires the prosecution is beginning its summing up in the trial of nine Generals and Admirals for the atrocities of the eight years of military government that ended in 1983. The rule of armies in the "Southern Cone" has not yet ended - General Pinochet is still there and his essential support remains the army - but theories of the "national security state" and the "bureaucratic-authoritarian model" have been consigned to the dustbin of history; even their most fervent advocates will concede that they have had to go back to the drawing-board.

The realities behind these theories were always the product of national circumstances and traditions rather than the thinking fashionable in military academies and staff colleges. The political and economic chaos of Peron's return in Argentina, the unsustainable political intensity and uncertainty Chile experienced prior to the coup of 1973, made military intervention, and it should not be forgotten that in both the republics this result was the product of gross civilian miscalculation and irresponsibility. Both republics have paid heavily for the relief afforded, though in different ways.

In Argentina an overblown and highly politicized military establishment was never able to construct more than a facade of

order. Nine Junta members face the responsibilities of those eight years, and throughout that time no single figure was able to establish a coherent chain of command either in the civil government or in the armed forces. The army never succeeded in militarizing politics: politics rotted the army as was exposed in 1982. The investigative commission appointed by President Alfonsín and the current trial have since fully revealed what was done under the successive Juntas, and that is at least the beginnings of an explanation of why it was done, a harder question so far less satisfactorily answered.

The Chilean armed forces were of a different stamp, and have sustained a different kind of authoritarian rule. Still Prussian in tradition, disciplined, hermetic and somewhat old fashioned, the Chilean army did not crack under the strains of the Allende government or the coup and it has remained silent and apparently undivided since. General Pinochet has not stirred the soldiers - 56 per cent of the defence budget now goes on their pensions - but he has kept the army out of politics to an extent inconceivable in the old Argentina. He has a ruthless way with inconvenient generals, and has perhaps destroyed more military careers than Dr Alfonsín. Though the recent murder of three trade union leaders and the subsequent revelations of *carabini* involvement show that violent repression both continues and can get out of control, the purge of police generals indicates who still holds the monopoly of ruthlessness: General Pinochet has never liked

Dr Owen believes that with the majority of voters now convinced that there would be no overall majority in the next Parliament, the idea that an Alliance vote was wasted is dead. The most compelling passage of his speech yesterday insisted that a no-majority parliament would not be a "hung" parliament, but a "negotiating" parliament, ushering in a new and publicly appealing kind of politics. The idea that the other parties would not negotiate would not work; the Alliance would talk first with the one with the largest number of seats, then with the other. If neither would talk, the Alliance would vote them down.

Dr Owen is constitutionally correct in describing as nonsense the claim of other parties to have the Prime Minister simply if they were the largest single group. A potential Prime Minister must be able to show that he or she can command a majority in the House of Commons, and Dr Owen was right to say that it is possible for the Queen to decide that she could only create a Prime Minister who had such a majority. He cited the case of Lord Home in 1963.

This constitutional scenario for a hung parliament is a credible one, and it may even attract votes. But to achieve this situation, the Alliance must first win the balancing position - and that, when policies come to be exposed and probed in an election campaign, may be harder than it now appears at the end of an undeniably successful party conference for the Social Democrats. If their policies do not withstand scrutiny they will not simply coast to victory because the public dislikes and distrusts one of the older parties and for the moment at least has become bored and disenchanted with the other.

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'Shock horror' reporting at Westminster

From Mr William Wallace

Sir, May I offer you the revelation, as astounding as my earlier (unintended) (Report, September 7) revelation that the Liberal Party has no experience of national government, that Neil Kinnock is the most inexperienced leader of the Labour Party in terms of government office since Ramsay MacDonald, and that after the next election only a minority of his senior colleagues will have any experience of national government?

Changes of government in Britain are rarely well planned for. The secrecy of our political system places obstacles in the way of oppositions higher than those found in any other mature democracy. Successive governments have stumbled into errors within their first six months, as they discovered the gulf between opposition hopes and governmental possibilities, and have then struggled to correct them throughout their remaining term of office.

My Standing Committee paper paid some attention to the experience of the Labour Government of 1964, and the current Conservative Government (in spite of its more extensive preparatory work) in 1979-80. A shift to multi-party government, without changing the ways in which governments are

formed and operate, would make current propensities towards fumbling worse. The subtle but progressive politicization of the upper reaches of Whitehall raises other awkward issues for any incoming government.

These are serious questions, which deserve to be discussed by all concerned with the good government of Britain, of whatever party or none. It is part of what is wrong with our political system, and with the concentration of political journalism on the obsessive world of Westminster, that attempts to anticipate and plan for the problems of government which may follow from the outcome of the next election are smothered in a blanket of "shock horror" reporting and partisan sniping. There are, after all, some very important issues at stake.

There is something wrong, too, with the standards of a newspaper which runs as its first page lead a story derived from Channel 4's selective and tendentious press release.

Yours faithfully,
WILLIAM WALLACE
(Vice-Chairman,
Liberal Party Standing Committee),
40 St James's Drive,
Wandsworth Common, SW17,
September 11.

Diet and heart disease

From Dr P. H. Kidner and Dr A. L. MacNafr

Sir, It was with considerable interest that we read in *The Times* (August 31) Professor Michael Oliver's comments regarding the role of dietary fat in the development of coronary heart disease. It has long been our fear that commentators have confused two similar but not necessarily complementary theories.

The lipid-heart hypothesis states that the higher a person's blood fat, cholesterol, the more likely is he to develop coronary heart disease. The evidence for this is strong. The diet-heart hypothesis states that the higher the dietary fat of a patient the more likely is he to develop coronary heart disease. The evidence is weaker and is a matter of considerable dispute.

Yet it is upon this weak and unproven hypothesis that a whole strategy of coronary heart disease prevention has been based. We have never believed in this strategy and most strongly support Professor Oliver.

The recommendation to alter our national diet is based on an unproven hypothesis which may be

equally wrong. Moreover, to be effective it must be employed from childhood. It is unlikely to be of any benefit at all to the current adult population.

A more logical approach would surely be to screen the population for high blood cholesterol levels and other risk factors and to treat these actively when they are found. Such an approach has the advantage of treating only those at obvious risk, without interference to the rest of the population - the vast majority.

We recommend development of a practical screening programme, possibly based on mobile screening units similar to those found so successful in the detection, treatment and eradication of pulmonary tuberculosis. Funds permitting, we hope soon to have such a prototype vehicle encompassing a screening programme which will be available for testing the screening strategy approach to the prevention of this dread disease.

Yours etc,
P. H. KIDNER,
A. L. MACNAFR,
The St Mary's Coronary Flow Trust,
Waller Cardiac Department,
St Mary's Hospital, W2,
September 10.

A 'tax on morality'

From the President of The National Council of Women of Great Britain

Sir, In her letter to you (August 28), Miss Eleanor Wallis ignores the position of many married women who are not gainfully employed but do not have children eligible for child benefit. Married women who do not seek work outside the home do so for a wide variety of reasons. Married women should be able to make the choice of whether or not to take paid employment according to their individual circumstances without being penalised by the tax system as they are at present.

The figures given by Sarah Hogg

(August 9) show how much fairer the tax system would be with transferred personal allowances for married couples.

The National Council of Women welcomes the Chancellor's proposed changes to the personal taxation of married couples. The council is in favour of higher child benefit but not at the expense of the married woman who is not in paid employment.

Yours sincerely,
MARY MAYNE, President,
The National Council of Women of Great Britain,
34 Lower Sloane Street, SW1,
August 29.

Too many prisoners

From Mr Raymond Blackburn

Sir, *The Times* has drawn attention to Churchill's remarkable actions as Home Secretary in 1910 by publishing an article from the Howard League (August 20) and letters commenting on it (August 26, 27, 31).

In fact he granted remission affecting 11,000 prisoners and in his own words "at a stroke struck 500 years of imprisonment and penal servitude from the prison population". In the year 1909-10 the population of the local prisons and

convict prisons was 21,710. Just over half were affected in what must have been a major exercise in selection.

Churchill claimed on July 20, 1910 that "no evil results of any kind followed from this". He seems to have been anticipating what would happen in the year 1910-11 the same prison population declined from 21,710 to 20,291 and then in the year 1910-11 from 20,291 to 18,989.

Your faithfully,
RAYMOND BLACKBURN,
50 Homfield Road,
Chiswick, W4.

Religion in Nepal

From Dr G. Scott-Brown

Sir, The constitution of Nepal states that all citizens are free to follow the religion of their forefathers. The Statute Book of Nepal prescribes penalties for conversion: for converting another - six years in jail; for attempting to convert another - three years in jail; for converting oneself - one year in jail.

Thus Statute Book and constitution combine to make a present-day change of religion, whether inspired by someone else or produced by personal reflection to be an offence punishable by a jail sentence.

I worked in Nepal for many years and know personally Nepalis who have been jailed for no other offence than changing their religion. Today there are men under sentence for periods of up to six years for these offences.

The cost of Christian discipleship runs high - loss of inheritance rights, family ostracism, official harass-

ment and jail. These factors prevent people being nominal or rice Christians. Rice Christians go back to their old religion when threatened with real persecution, but the Church in Nepal has proved to be a vital and growing body in spite of considerable hostility.

It is assumed by the Ambassador of Nepal in his letter (September 3) that all converts are rice Christians and all Nepal's Christian ministers "rice emissaries". The vigour and independence of the Church belies this assumption.

The only legal way to be a Christian in Nepal is to have Christian ancestors. If an individual of his own free will decides to go to jail for doing so, in complete disregard of the UN Charter of Human Rights.

Yours faithfully,
G. SCOTT-BROWN,
The Health Centre,
Coxwell Road,
Faringdon,
Oxfordshire.

Lesson from St Francis

From Mr A. L. Bongard

Sir, Thanks to Mrs Thatcher, and now (August 29) Ronald But, the prayer of St Francis should be familiar to everybody - to everybody, that is, except St Francis. For he died in 1228, and "his" prayer did not appear until six centuries later, in a French periodical, on the same page as a picture of the saint.

Somehow in the public mind the prayer got attached to the portrait and have been inseparable ever since.

Yours faithfully,
A. L. BONGARD,
9 Castle Court,
Keighley,
West Yorkshire.

Up down, down under

From Mrs L. H. Massey

Sir, Mrs Helen Thornton (September 4) suggests that the British transport authorities should follow the Australian practice of requiring children to make room for adults in buses and trains.

As a child, brought up in Lancashire in the thirties, I remember sitting in a tram looking at my halfpenny ticket which bore the following legend:

This ticket is issued subject to the condition that the holder is not entitled to a seat if seating accommodation is required by adult passengers.

Yours faithfully,
ALAS, *Aures tempus, aures moevis.*
BETTY MASSEY,
20 Orchard Rise, Groombridge,
Tunbridge Wells, Kent.

Complexities of raising Titanic

From Mr William Summers

Sir, The current enthusiasm for disturbing the Titanic prompts me to ask three questions of anyone contemplating so complex a project. I was responsible for jackknifing the Mary Rose in 1982, in the relatively calm waters of the Solent. I also happen to be a member of the steelmaking family whose name I bear.

The first question concerns Titanic herself. Steel was in its "early manhood", so to speak, in 1910, and from evidence, the hull suffered disastrous damage in the descent. This would make complete support of the structure necessary, very much as the Mary Rose - but for a 700ft, 40,000-ton item!

The time necessary for the armada of recovery vessels to emplace remotely such a system capable of controlling the ascent of a huge, fragile shell would surely run the risk of storm and indeed iceberg, either during the lift or the laborious tow to shore.

The third question is one of cost. My guess would be over £100 million, and merely to house such a corrosion liability would mop up any conceivable revenue from the most ghoulish of crowds seeking the "echoes of ragtime", and scrap steel fetches only £35 to £40 a ton. Let her rest.

Yours faithfully,
WILLIAM SUMMERS,
PO Box 3325,
Doha,
Qatar,
September 6.

Moral absolutism

From Professor Charles Fletcher

Sir, The Reverend Francis Gardom appears from his letter of September 4 to hope that when he becomes "an ageing clergyman" his doctor will not be a moral relativist who may think him a nuisance whose life need not be prolonged.

On the other hand, fear above all else that if and when age has deprived me of all that I have enjoyed in life and I am a burden to myself and my family I may have a doctor who, as a moral absolutist, feels he must extend my life with all the means at his disposal. I trust that I will then be cared for by a moral relativist who will help me on my way towards a peaceful death.

Yours faithfully,
CHARLES FLETCHER,
24 West Square, SE11,
September 9.

From Dr Kenneth Swinburne

Sir, Your correspondent, the Reverend Francis Gardom, has dropped an Almighty clanger. Archbishop Hubgood's qualifications do extend into the medical field.

Yours sincerely,
KENNETH SWINBURNE,
10 Foxhill Crescent,
Leeds,
West Yorkshire,
September 9.

Fixed v 'flexi' link

From Mr W. B. Hemingway

Sir, I was disappointed but not surprised to learn from your paper today that those with a vested interest in providing the existing freight and passenger services across the English Channel are girding themselves to campaign anew against the construction of a "fixed" link between Britain and France.

You published a letter of mine some ten years ago expressing the view that the English Channel constituted a not unimportant non-tariff barrier to trade between Britain and the rest of Europe, given the over-priced ferry services and the delays at ports with which exporters from the UK have to contend.

In spite of the undoubted improvements that have been made in the meantime, I remain convinced that the existing arrangements remain a serious impediment to the efficient and rapid transport of goods and people between Britain and the rest of a Community with which our fate and our future are - whether we like it or not - ever more inextricably linked.

May I add that if those operating the existing arrangements wish to seek our support for their campaign, they would be well advised to take a leaf out of the book of their counterparts in the Baltic, Goods and people, cars, lorries, railway coaches and wagons are transported, with a minimum of fuss on loading and unloading, on boats which are immensely superior to the rather "tatty" ships of whatever nationality are used on the Channel, and at a fraction of the scandalously high tariffs practised more or less in "unison" by the Channel operators.

On a recent "peak" weekend sailing in August from Denmark to Germany, my wife and I with our car paid the equivalent of just under £24 for a 3½-hour crossing on a superbly appointed ship. At the same time of that day, the journey from Dover to Calais would have cost us £83 by Sealink or £84 by Townsend Thoresen.

I venture to hope, Sir, that our Prime Minister will not be misled by the forthcoming campaign of the "flexifinkers", but will take a bold decision in favour of a "fixed" link, and thereby aim our country firmly in the direction of the 21st century.

Yours faithfully,
W. B. HEMINGWAY,
Robijnlaan 6,
1900 Overijse,
Belgium,
August 29.

ON THIS DAY

SEPTEMBER 12 1904

In 1903 Lord Curzon, viceroy of India sent Colonel (later Sir Francis) Younghusband (1863-1942) to Kampa Dzong to confer with representatives of China and Tibet concerning trade and frontier problems. The mission failed, but continued into Tibet and after some resistance by the Tibetans reached Lhasa, on August 3 1904, from where the Dalai Lama had fled. Without instructions from England Younghusband negotiated a treaty; its terms were later disapproved by the Government in London.

THE MISSION TO LHASA.

COLONEL YOUNGHUSBAND'S ADDRESS.

LHASA, SEPT. 6, via Gyantse, SEPT. 9.

The treaty, which was sealed on the 4th inst. by the Regent in the presence of Colonel Younghusband and the Chinese Amban, is considered binding, but there is to be another function in the Potala to-morrow, conducted with all formality and attended by a quaint ceremonial.

The Tibetans, having accepted the British terms, were most anxious to have the treaty signed on the 4th, both on account of the daily increasing indignity and because the astrologers, who live in a magnificent palace near the Potala, declared that the date was particularly lucky. To-morrow is another lucky day for the second formality. The Tibetans say that they would never have opposed the British if they had realized that the latter were so civilized, powerful, and rich.

Outside the Potala stands a Chinese pillar, erected to commemorate Chinese suzerainty over Tibet. A similar pillar is to be set up to perpetuate the treaty with Great Britain.

At the signature of the treaty to-day there were present Colonel Younghusband and staff.

The road leading up to the Potala was lined with troops. The Potala, like so many places in Lhasa, proved to be a dingy structure and in poor repair. We ascended a long flight of stone stairs which were much worn, entered a dark gateway, and passed through narrow unlighted passages into a large hall, which was lighted from above. Symbolic pictures are painted on the walls and the pillars are painted and carved. Over the throne is a canopy of silk on which dragons are worked, but the paintings are faded and in parts discoloured. Before the formal proceedings were opened the Tibetans handed round refreshments, consisting of tea and dried fruits.

Colonel Younghusband then said that he understood that the Tibetans were willing to sign the treaty. The councillors notified their assent, and the treaty was thereupon read aloud by an interpreter, after which the seals were affixed to the document by the councillors. The Amban of three monasteries, and the Amban of the Potala, then signed the treaty itself, which is written in English, Tibetan, and Chinese on one enormous sheet of paper. The Tibetans objected for superstitious reasons to signing any document consisting of more than one sheet. As there were five copies of the treaty to be signed and sealed the process took a long time. The waiting apparently tried the patience of the monks, who at first had sat or stood silently in the deepest abstraction. They now started about the hall, smiling and laughing in the faces of the British officers, eating nuts and dried fruit, and scattering the shells and kernels on the floor.

After the signing and sealing had been completed, these present took their seats again, and Colonel Younghusband made the following speech which was listened to with the deepest attention:

"The Convention has been signed and we are now at peace. The misunderstanding of the past is over, and a basis has been laid for mutual good relations in future. In the Convention the British Government have been careful to avoid interfering in the smallest degree with your religion. They have annexed no part of your internal affairs, and have fully recognized the continued suzerainty of the Chinese Government. They have merely sought to ensure that you abide by the treaty made by the Amban in 1890."

"The treaty which has now been made I promise you on behalf of the British Government we will rigidly observe. But I also want you that we shall as rigidly enforce it. Any infringement of it will be severely punished in the end. Any obstruction of trade and disrespect or injury to British subjects will be noticed and reparation exacted. We treat you well when you come to India. We do not take a single step in Customs duty from your merchants. We allow any of you to travel and reside wherever you will in India. We preserve the ancient buildings of the Buddhist faith, and we expect that when we come to Tibet we should be met with no less consideration and respect than we show to you in India. You have found us bad enemies when you have not observed treaty obligations and have shown disrespect to the British Raj. You will find us equally good friends if you keep the treaty and show us civility..."

"Through Reuter's Agency."

Pigeons in the tube

From Mr Brian Walsh

Sir, Not only do London's pigeons enjoy an unsuspected level of intelligence but perhaps they can also read.

Did not London Transport advertise the line to Heathrow as "Fly the Tube"?

Yours faithfully,
BRIAN WALSH,
Barge Richard,
The Lock,
Beverley,
N. Humber-side,
September 10.

From Mr J. T. Collinson

Sir, Passenger pigeons?

Yours faithfully,
J. T. COLLINSON,
15 Fontoise Close,
Sevenoaks,
Kent,
September 10.

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

BAT burns its fingers in non-tobacco fields

The interim figures from BAT Industries, notwithstanding the gloss of a 17.3 per cent increase in the interim dividend, are not only disappointing they are also unnerving. BAT, since time immemorial, has demonstrated that it can run an excellent tobacco business, when it has strayed from tobacco it has lost money and lost its way.

In the group's first wave of diversification, chiefly into retailing, both here (International Stores, now sold to Dea, and Argos) and in the United States (Saks, Gimbel's, and, more recently, Marshall Field) results have been poor. The latest figures demonstrate all too painfully that BAT still has not found a true retailing touch.

The second wave of diversification has taken the group massively into financial services. With Eagle Star and Allied Dunbar, BAT has become a formidable presence in this fashionable industry. These are early days, but the figures released yesterday are dismal. Patrick Sheehy and his board have their work cut out to get this act together. To retain credibility BAT cannot afford a second round of expensive errors, big and profitable as the core of the group is.

The market's response yesterday to a 24 per cent drop in pretax profits to £449 million was to cut the price 43p to 278p.

The group's sugaring the pill, faced with unappealing trading prospects, by boosting the dividend. This may help to protect the rating, but that will only be assured, ultimately, by the profit and loss account. The increase in the interim to 4.75p is substantially in excess of the rate of inflation. The in-house benchmark at BAT appears to be dividend growth around three times the going inflation rate. But this only makes sense if it reflects really good housekeeping.

Currency fluctuations had a massive and very evident impact on group profits. Yet even at constant exchange rates, pretax profits would still have been lower by 5 per cent, a result which the board describes as disappointing.

The retailing division's profits fell by 80 per cent. Sales of £1.6 billion, yielded just £6 million of trading profits.

On UK insurance, the claims experience has been very adverse. Underwriting losses at Eagle Star rose from £55 million to £80 million, while the subsidiary's total contribution to the financial services division's profits slumped from £70 million to just £19 million.

There are some areas of light. The group's tobacco interests had a good first half, and worldwide volumes rose by 1.3 per cent. Even so, profits were still down by 14 per cent. But the paper side enjoyed an excellent half-year's trading.

And GroveWood, yet another BAT subsidiary which is up for sale, appears destined to make profits of more than £30 million this year.

Managers raise the bidding at SCM

Hanson Trust's takeover bid for SCM Corporation of New York received a new setback yesterday. Just as it seemed that the typewriter-to-chemicals conglomerate was in the bag, the SCM directors displayed Houdini-like powers of escape. They have come up with fresh management buyout terms worth \$74 a share more than Hanson's latest offer and \$14 higher than the bid it tabled on August 22.

The Americans are plainly learning to play Hanson at its own game. Even as little as a year ago Wall Street analysts would have described as crazy the type of valuations that Hanson was prepared to put on businesses in old and maturing industries. US Industries, acquired by Hanson a year and a half ago for \$500 million, has taught them otherwise.

Firm agreement has been reached for Merrill Lynch, with backing from the Prudential Insurance Company of America, to provide the funds for the buyout. Merrill Lynch, which clearly had buyers for the businesses in the back-

ground, has been granted options to purchase SCM's consumer foods and pigments subsidiaries for \$80 million and \$350 million respectively, giving some indication of the locked up value inherent in the SCM group.

The Merrill Lynch bid is only 80 per cent of SCM's stock with the rest of the shares having to convert into relatively unattractive subordinated debentures in the new holding company. Even so, Hanson is plainly going to have to increase its bid - to, say, \$76 a share - to get back in the game. That makes SCM seem much less of a bargain than it was originally.

At this level SCM is barely going to pay Hanson's financing costs in the first year unless analysts' forecasts of earnings of \$100 million are serious underestimates. America is clearly not the happy hunting ground it once was for Hanson.

Howard's ends at the DTI

Such was the extent of the shake-up at the Department of Trade and Industry in the reshuffle, with the Secretary of State, Industry Minister and Corporate and Consumer Affairs Minister all going, that the department formally confirmed the responsibilities of Leon Brittan's new team only yesterday.

As expected, Michael Howard is to take over the City and consumer portfolio from the unfortunate Alex Fletcher, who fell to the might of the directors' lobby over his Insolvency Bill.

Mr Howard's main priority will be the Financial Services Bill which is due to be presented to Parliament in November.

The new minister will bring two interesting strands of experience to his task. He is a Queen's Counsel (although not a company law man) and he is an underwriting name at Lloyd's (suspended for the duration) with a happier experience of that institution than investors in some syndicates. Whatever influence those two may or may not have on his thinking, he tends to the *caveat emptor* school.

One of his most interesting challenges will be to devise a system of self-regulation that checks the growing trend of constant recourse of aggrieved parties to the courts. Self-regulating bodies with substantial qualified privilege and firm devolved statutory powers will be needed, putting more emphasis on monitoring of the bodies themselves by the two (no doubt eventually one) upper-tier boards. There will also need to be a more extensive menu of punishments for transgressors than the all-or-nothing approach implicit in discussion so far.

There is a strong case for a more pragmatic view of the degree of statutory regulation of different markets. The Bill should put overwhelming emphasis on self-regulation in professional markets, but give more room for statutory consumer protection at the street end. The old Prevention of Fraud (Investments) Act, while extremely fussy, did wonders for public confidence in unit trusts. Similar protection against cold-call pushing of unquoted shares, for instance, could play a part in promoting the mass share ownership drive started by privatization.

A new broom should also be able to sweep us out of the pit opening up over reciprocity with financial institutions in Japan. Responses to the department's letter about this are due by the end of the week. Mr Howard can usefully take the opportunity of the City "big bang" to negotiate equal treatment in Tokyo between British and Japanese firms (with numbers of licences attached). The idea that Japan must change its internal laws separating financial functions before Japanese firms can enjoy new freedom in London is, however, more likely to achieve friction than results and smacks of the kind of extrajurisdictional view of legal structures that we so rightly condemn in Washington.

Volcker blames surge in risk and debt for bank troubles

From Bailey Morris, Washington

Mr Paul Volcker, chairman of the United States Federal Reserve Board, the American central bank, yesterday expressed his strong concern over mounting strains on the US banking system but urged Congress not to over-react by passing broad new legislation.

The most pressing problems facing the US financial system are the continued growth of both private and corporate debt and the excessive risks, "the manipulations being undertaken by some financial institutions" Mr Volcker said in congressional testimony.

He warned Congress that "excessive risk-taking was increasing among both federally chartered and state-chartered financial institutions. These excesses must be curbed by changing the rules to ensure that managers and owners of failing institutions are not immunized from the consequences of bad decision making". Mr Volcker said.

He testified on a day in which the Commerce Department reported that American businesses had scaled back sharply their capital spending plans for 1985 and Mr Preston Martin, vice-chairman of the Fed, disagreed with administration

officials on economic growth during the second half.

Mr Martin said in a speech to business leaders that despite recent predictions by Mr Beryl Sprinkel, chairman of the council of economic advisers, real US gross national product was not likely to reach 4 per cent during the second half of the year.

At the same time, the Commerce Department reported that real capital spending by US businesses was expected to rise by only 5.8 per cent this year, down from an earlier

forecast of 6.2 per cent. That compared to real capital spending in 1984 of 15.3 per cent.

Both Mr Volcker and Mr Martin gave strong warnings of the risks of the surge in US debt growth which has increased the vulnerability of the financial system.

"It is somewhat disconcerting to see the rapid debt growth", Mr Volcker told the Senate Banking Committee, which is holding hearings on the growing problems of the US savings and loan industry and the troubled federal farm credit system.

In recent weeks, several more large institutions have been forced to seek federal help.

Mr Martin described the US economy as "being in a grey zone", hanging somewhere between healthy, sustainable growth, and a growth-recession in which the economy moves ahead but not by enough to reduce unemployment substantially.

Because of the uncertainties, both he and Mr Volcker agreed that the Fed must avoid rigid policies in favour of a flexible approach to monetary policy.

US curbs 'could cost Japan 1m jobs'

Japan's labour minister said yesterday that up to 1 million Japanese could lose their jobs if the United States imposes import surcharges to counter Japan's trade advantage.

Mr Toshio Yamaguchi said it was critical that the Japanese people be made to understand the threat posed by protectionism.

And he compared the crisis over trade with the political atmosphere in 1940, just before the outbreak of war with the US.

must be given to boosting domestic demand so industry does not feel compelled to export.

Stimulating the domestic economy depended on reducing overall working hours and making the five-day work week universal, he said.

But one of Japan's leading campaigners for voluntary restraints to head off a trade war said yesterday that restrictions by the United States on Japanese imports are the only quick solution to growing frictions between the two countries.

David Watts writes.

Mr Yoshihiro Inayama, president of the Federation of Economic Organizations, the equivalent of the CBI, has lobbied leaders of Japanese industry on the need to open Japanese markets and restrain exports with little success.

Meanwhile EEC sources say unilateral action by the United States against the EEC in retaliation to community aid to fruit canners could lead to a head-on conflict between the United States and Europe. Jonathan Braude writes.

MPs urge soft landing for dollar

By Michael Prest Financial Correspondent

The Government should take a lead in coordinating an international policy which would allow the over-valued dollar to depreciate gently and avoid an upsurge of trade protection worldwide.

The report, *International Monetary Arrangements*, criticizes the government, along with the governments of other industrial countries, for failing to prepare for a possible collapse of the dollar.

Mr Richard Wainwright, a member of the committee and the Liberal MP for Colne Valley, said: "We are sending messages to Treasury ministers that they ought to adopt a higher profile in international monetary affairs, and far from not attending meetings such as those of the International Monetary Fund, they should be there."

The report accepts the view held by many economists and by its witnesses that the American budget deficit is largely responsible for high interest rates around the world and for an over-valued dollar.

It gives a warning that an abrupt and uncontrolled collapse of the dollar could spark off a new round of inflation and recession.

Coordination of policy to offset the possible adverse effects of a dollar "hard landing" would include tax cuts in Britain and in Japan, tax increases in the United States, and action by Britain to lower interest rates faster than other countries.

New offshore oilfield in production

By David Young, Energy Correspondent

Britain's newest offshore oilfield, the Scaev field operated by Occidental, yesterday began pumping 10,000 barrels a day ashore.

Meanwhile, it was announced that £650 million is to be spent on new technology to bring the Shell-Esso Eider project into production.

The Occidental Scaev field will eventually produce 24,000 barrels a day from a subsea system.

It will operate for 13 years. The Eider field will produce 45,000 barrels of oil a day for 20 years. Shell-Esso hope to place orders worth £300 million with British yards next year for the platform equipment.

Professor Tam David-West will today be sworn in as oil minister in the new Nigerian government.

Molins team plans £49.6m buyout

By Cliff Feltham

A £49.6 million management buyout is being lined up at Molins, the tobacco machinery manufacturer. The executive directors and an unnamed consortium of institutions is preparing to offer up to 170p a share.

The shares, which have moved up sharply on bid speculation, closed at 166p for a 14p rise on the day. They had touched 188p.

The buyout team is headed by the managing director, Mr Chris Ross, aged 41, who joined Molins at the beginning of the year from GEC's large machines plant at Rugby.

He admitted that the announcement could trigger off a rival bid, but most sources were discounting the possibility last night. BAT, the tobacco company, holds 30 per cent of Molins and will almost certainly have been sounded out about the approach. BAT has been keen to move out of

engineering, and recently sold its Mardon Packaging business to the management for £170 million.

Mr Ross, whose team is being advised by the merchant banker, Schroder Wagg and Morgan Guaranty Trust, said there had been keen support from institutions to finance the buyout. "We are in a business with few rivals. We operate around the world - indeed we are now into China - and these markets offer exciting opportunities."

Molins employs just under 5,000 in Britain with almost 2,000 at a plant near High Wycombe, Bucks.

Sir Harry Moore, chairman of Molins, said last night on behalf of the non-executive directors (being advised by Hill Samuel): "There is no urgency to sell as far as we are concerned. I think it very unlikely there will be a rival offer but we will have to wait and see."

Forecasts cut at Apricot

By Cliff Feltham

Brokers downgraded forecasts for Apricot Computers' full year profits yesterday after the group announced that it was expecting a considerable drop on the first six months' earnings.

Apricot - formerly Applied Computer Techniques - said it had been forced to make substantial provisions for unsold stocks of its portable computer and had also been hit by heavy start-up costs in France and Germany.

Profits for the first half are likely to be "considerably less" than the £3.8 million last time. Messels, the company's joint stockbroker, slashed its full year forecast from £16 million to £6 million.

Commodore International announced that it was engaged in talks with its principal lending banks about amending its loan arrangements.

IN BRIEF

Pound hit by Yamani fear

Shares and the pound were hit by reports yesterday, which were later denied, that Sheikh Yamani, the Saudi Arabian Oil Minister, had died.

But the FT-30 share index, down 7.2 points at one stage later recovered to close 0.2 down at 1,006.6 and the pound also regained part of its losses.

By the close in London, sterling was still more than half a cent down against the dollar at \$1.3082. But it ended up on the day against the leading European currencies and the sterling index showed a loss of only 0.1 at 79.9.

Reckitt rise

Reckitt & Colman lifted profits from £49.7 million to £57.7 million before tax in the six months to June 29. Turnover was up from £545 million to £664 million and the interim dividend is up from 5.3p to 6p. Tempus, page 19

Costain ahead

Costain, the construction and coal mining company, raised profits from £17.3 million to £24.8 million before tax in the six months to June 30. Turnover was up from £366 million to £419 million and the interim dividend is 6.5p against 6p. Tempus, page 19

Mr Peter Godfrey is to step down as senior partner of Ernst & Whinney, the accountants, and as chairman of the Accounting Standards Committee next August. Mr Elwyn Eilledge, who led the firm's successful bid to capture the National Col Board audit, will succeed Mr Godfrey.

Bowater advance

Bowater Industries, the packaging to tissues group, has increased pretax profits to £13.2 million from £12.4 million for the half year to June 30. Sales rose to £619 million from £596 million. The interim dividend is 3.75p against 3.5p last time. Tempus, page 19

BTR increase

BTR, the industrial holdings group, has increased pretax profits to £151 million from £113 million for the six months to June 29. Sales rose from £1,561 million to £1,887 million. The interim dividend is increased to 3.75p from 2.9p. Tempus, page 19



THE SAVOY HOTEL PLC

Profits of The Savoy Hotel PLC rose by 40 per cent to a record £4,728,000 in the six months to 30th June 1985, from £3,374,000 in the same period of last year. Since the end of June business has continued at a satisfactory level and it is anticipated that the result for the full twelve months will show an improvement over 1984.

This performance demonstrates clearly the continuing popularity of the Company's hotels and restaurants amongst Londoners and visitors from home and abroad. It also underlines the determination of the Directors and staff to retain the independent management of the Company which owns four of the world's most renowned hotels.

During the period under review, £4,600,000 was spent on capital improvements and £2,400,000 on repairs, renewals and maintenance, thereby ensuring that all the Company's properties remain in first class condition and retain their pre-eminence.

RECORD HALF YEAR PROFITS

The directors of The Savoy Hotel PLC give below a summary of the unaudited consolidated results for the first six months of this year, compared with the first six months of last year. The figures are also given for the year ended 31st December 1984.

| | Half Year Ended 30th June 1985 £'000 | Half Year Ended 30th June 1984 £'000 | Year Ended 31st December 1984 £'000 |
|--|--|--|---|
| Total receipts | 27,822 | 24,328 | 51,765 |
| Profit before taxation | 4,728 | 3,374 | 8,662 |
| Taxation | 1,500 | 950 | 2,288 |
| Profit after taxation and minority interests | 3,208 | 2,420 | 5,884 |
| Earnings per share: | | | |
| A Ordinary Shares of 10p each | 11.32p | 8.54p | 20.76p |
| B Ordinary Shares of 5p each | 5.66p | 4.27p | 10.38p |

THE SAVOY, CLARIDGES, THE BERKELEY and THE CONNAUGHT
HOTELS in London and THE LANCASTER HOTEL
in Paris

Profits fall at Johnson Matthey

Johnson Matthey plc, the industrial company saved last year from the collapse of Johnson Matthey Bankers, made a pretax profit of £4.5 million for the first quarter to the end of June, a fall of £1.5 million compared with the same period in 1984.

But earnings per share rose from 1.5p to 2.4p. The company says that the recently signed medium-term financing agreement, which includes a \$262 million (£201 million) bank loan and \$125 million working capital facility, has given it a secure base.

However, at the annual meeting yesterday, Mr Eugene Anderson, the American chief executive brought in after the JMB disaster, admitted: "We still have a long way to travel to restore full profitability."

Over the 11 months to July 31 Johnson Matthey has released £200 million of cash from working capital. Net borrowings stand at about £186 million.

Extraordinary gains of £1.8 million, which included the sale of the 50 per cent interest in Universal-Matthey Products, combined with a sharply lower tax charge to produce an attributable profit of £5 million.

Novotel aims for UK chain of 30

Novotel, the hotel chain owned by Accor, the French company, is believed to want 30 hotels in Britain as part of its European expansion plan.

Novotel specializes on out-of-town hotels offering a standard type of accommodation in the medium price range for the car-borne traveller. Talks are underway with Gilbert Ash, the Scottish construction arm of the Bovis Group, owned by the P & O Group, about a project management deal with Novotel for its United Kingdom programme. If negotiations succeed Gilbert Ash would have the task of finding sites for Novotel and managing the design and construction of the hotels.

Novotel likes to locate outside small-to-medium sized towns where it can buy sites more cheaply than in city centres.

MARKET SUMMARY

| STOCK MARKETS | |
|--------------------|---------------------|
| FT All Ord | 1006.6 (-0.2) |
| FT All Share | 831.89 (+5.10) |
| FT Govt Securities | 82.79 (+0.07) |
| FT-SE 100 | 1302.2 (-9.2) |
| Bargains | 21.510 |
| Datastream USM | 106.73 (-0.68) |
| New York | |
| Dow Jones | 1324.36 (-9.08) |
| Tokyo | |
| Nikkei Dow | 12,625.25 (+105.71) |
| Hong Kong | 1571.95 (+25.64) |
| Sydney: AO | 955.0 (-1.0) |
| Amsterdam | |
| General | 221.2 (+0.4) |
| Frankfurt | |
| Commerzbank | 1513.7 (-1.5) |
| Brussels | |
| General | 423.66 (-6.94) |

| GOLD | |
|-----------------|----------|
| London fixing | |
| am \$202.00 | \$320.75 |
| close \$202.25 | \$320.75 |
| (245.00-245.50) | |
| New York | |
| Comex (latest) | \$320.55 |

| MAIN PRICE CHANGES | |
|-----------------------|-----------|
| FALLS: | |
| Audiocore | 2.5 -1 |
| Arcor Computer | 74 -21 |
| BAT Industries | 278 -43 |
| Amber Day | 6.5 -1 |
| Wordplex | 100 -15 |
| Wayne Kerr | 80 -11 |
| Bedford, William | 148 -18 |
| Lyle Shipping | 12.5 -1.5 |
| Fobel International | 31 -3.5 |
| Haynes Publishing | 335 -36 |
| Siridar | 116 -14 |
| Forminstar | 170 -15 |
| Stoddard Holdings "A" | 11.5 -1 |
| Metal Science | 6.5 -0.5 |
| Caparo Inds | 28 -2 |
| Stoddard Holdings | 14 -1 |
| Falcon Inds | 29 -2 |
| Dunton Group | 22.5 -1.5 |
| Micro Focus Group | 180 -10 |
| Blackwood Hodge | 32.5 -2 |

| RISES: | |
|----------------------|---------|
| Riley Leisure | 48 +5 |
| Memcom International | 100 +10 |
| Castle (GB) | 20 +2 |
| Molins | 186 +14 |
| Bio-Isotopes | 29 +2 |

| CURRENCIES | |
|------------|-------------------|
| London: | |
| £/\$ | 1.3082 (-0.0083) |
| £/DM | 3.8711 (+0.0125) |
| £/Sfr | 3.1931 (+0.0085) |
| £/FFr | 11.7806 (+0.0354) |
| £/Yen | 318.53 (-0.1) |
| £/Index | 79.9 (-0.1) |
| New York: | |
| £/\$ | 1.3090 |
| £/DM | 2.9807 |
| \$/Index | 142.4 (+0.6) |
| ECU | 16.5767 |
| SDR | 16.7729 |

| INTEREST RATES | |
|------------------------|-------------------------------|
| London: | |
| Bank Base | 11 1/8% |
| 3-month Interbank | 11 1/8% - 11 1/4% |
| 3-month eligible bills | buying rate 11 1/8% - 11 1/4% |
| US: | |
| Prime Rate | 6.50% |
| Federal Funds | 8 1/4% |
| 3-month Treasury Bills | 7.25% |
| Long bond | 9 1/8% - 9 3/4% |

مكتبة جامعة القاهرة

WALL STREET

COMMODITIES

FOREIGN EXCHANGES

Dow slide continues

New York (Reuters) - The stock market staged a broad retreat in early trading yesterday, continuing the slide of the previous session.

The Dow Jones industrial average was down 8.63 points to 1,324.82. Declines led advances by two to one on turnover of 10.42 billion shares.

Northern Indiana Public Service led the advances, down 1/4 to 12 1/4.

SCM, which reached a new agreement raising the price of a leveraged buyout to \$74 per share from \$70, was up 1/4 to 73 1/4. The offer is for 80 per cent of the shares.

Reylon Inc was down 1/4 to 3. R J Reynolds was down 1/4 to 12 1/4. Richardson-Vicks followed, up 1/4.

Monsanto was down 1/4 to 47 1/4. General Foods was down 1/4 to 88. Philip Morris (XD) was up 1/4 to 53 1/4. Pillsbury was up 1/4 to 52 1/4. MCA was up 1/4 to 73. RCA was down 1/4 to 44 1/4.

Walt Disney Productions was down 1/4 to 87 1/4. IBM was up 1/4 to 128. Cray Research was down 1/4 to 48 1/4. Burroughs was down 1/4 to 65. US Steel was down 1/4 to 29 1/4.

Union Carbide was down 1/4 to 54 1/4. Exxon was down 1/4 to 68 1/4. General Motors was down 1/4 to 68 1/4.

Despite another busy day on the foreign exchanges, the reaction of commodity prices was mixed. Among the metals, three months LME copper and aluminium were down, but tin

rose, partly reflecting the different priorities of the buffer stock manager.

On the soft side, sugar fell back after its recent mini-rally,

but coffee and cocoa ended the day higher. Once again, it was financials which started, the new Life short-gilt future fulfilling its promise of Tues-

day's range

After a quiet morning session, activity increased during the afternoon as the dollar made a fresh advance in the wake of a New York advance. Unsubstantiated reports that the Saudi Arabian Oil Minister, Sheikh Yamani had been killed in a Saudi coup - it was later reported he was quite well in Geneva - prompted some "hedge" buying of the dollar.

The pound suffered. It was at 1.3230 when the rumours recent advance.

Dealers said the dollar continued to consolidate its 1.3230 when the rumours recent advance.

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STERLING SPOT AND FORWARD RATES

| Market rates | September 11 | 1 month | 3 months |
|--------------|--------------|---------|----------|
| New York | 1.3215 | 1.3215 | 1.3215 |
| London | 1.3215 | 1.3215 | 1.3215 |
| Frankfurt | 1.3215 | 1.3215 | 1.3215 |
| Paris | 1.3215 | 1.3215 | 1.3215 |
| Stockholm | 1.3215 | 1.3215 | 1.3215 |
| Oslo | 1.3215 | 1.3215 | 1.3215 |
| Copenhagen | 1.3215 | 1.3215 | 1.3215 |
| Amsterdam | 1.3215 | 1.3215 | 1.3215 |
| Brussels | 1.3215 | 1.3215 | 1.3215 |
| Geneva | 1.3215 | 1.3215 | 1.3215 |
| Zurich | 1.3215 | 1.3215 | 1.3215 |

OTHER STERLING RATES

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

DOLLAR SPOT RATES

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

FINANCIAL TRUSTS

| Market rates | September 11 | 1 month | 3 months |
|---------------|--------------|---------|----------|
| Argentina | 1.3215 | 1.3215 | 1.3215 |
| Australia | 1.3215 | 1.3215 | 1.3215 |
| Canada | 1.3215 | 1.3215 | 1.3215 |
| Denmark | 1.3215 | 1.3215 | 1.3215 |
| France | 1.3215 | 1.3215 | 1.3215 |
| Germany | 1.3215 | 1.3215 | 1.3215 |
| Italy | 1.3215 | 1.3215 | 1.3215 |
| Japan | 1.3215 | 1.3215 | 1.3215 |
| Netherlands | 1.3215 | 1.3215 | 1.3215 |
| Sweden | 1.3215 | 1.3215 | 1.3215 |
| Switzerland | 1.3215 | 1.3215 | 1.3215 |
| United States | 1.3215 | 1.3215 | 1.3215 |

LONDON FINANCIAL FUTURES

| Open | High | Low | Close | Settled |
|--------|-------|-------|-------|---------|
| Dec 85 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 86 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 86 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 86 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 86 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 87 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 87 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 87 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 87 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 88 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 88 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 88 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 88 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 89 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 89 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 89 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 89 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 90 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 90 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 90 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 90 | 88.85 | 88.85 | 88.85 | 88.85 |
| Mar 91 | 88.85 | 88.85 | 88.85 | 88.85 |
| Jun 91 | 88.85 | 88.85 | 88.85 | 88.85 |
| Sep 91 | 88.85 | 88.85 | 88.85 | 88.85 |
| Dec 91 | 88.85 | 88.85 | 88.85 | 88.85 |

COMMERCIAL PROPERTY

Hunting Gate fills top job amid talk of flotation

By Judith Huntley

Hunting Gate, the private property and housebuilding company, has finally found a new chief executive in Mr John Redgrave, former chairman of Walter Lawrence, which he brought to the market in 1975.

Mr Redgrave takes over as managing director, a post vacated by Mr Danny Desmond in 1983 after board disagreements. Mr Redgrave was offered the post last October, but felt unable to accept it for what he describes as emotional reasons. He now says he realized his mistake only hours after agreeing to stay on with Walter Lawrence. It has taken him

another year to come to Hunting Gate where he plans to bring a new sense of direction. The biggest question mark over Hunting Gate's future is whether a part of the company will be floated off. Mr Frederick Bandet, who, with his family, controls 80 per cent of the company, is adamant that "what we have we hold".

However, this view may not be shared by the younger generation of Bandets now edging their way into day-to-day management at Hunting Gate. The prime candidate for a flotation would be Hunting Gate's housebuilding arm, Hunting Gate Homes.

The group considered going public in 1981 but this was rejected because of internal

disagreements. Mr Redgrave says that a flotation was not part of his brief from Mr Bandet, and that Hunting Gate will always be regarded as a family company.

He says, however, that if interest rates continue to fall the company may use the opportunity to increase its gearing. Borrowings are now being refinanced with long-term money but the company is able to finance only small schemes at the moment with larger developments being institutionally pre-funded.

Mr Redgrave is reviewing Hunting Gate's activities and thinks the time may be right to build more traditional industrial space.

Prime City site for Greycoat

Greycoat City Offices has bought the head leasehold interest in 62-64 Cornhill, the City building occupied by Richard Ellis, the rival firm of estate agents, from the Toronto Dominion Bank which is moving to Tricorn Court in Finsbury Square.

Greycoat will not disclose how much it has paid for the bank's 24 year interest but it is only the first step in what could be a very valuable City asset for the developer and for other interests in the building.

Greycoat is negotiating with the freeholder, the Merchant Taylors Company and with the under-lessee, Commercial Union, over a long-term development on the site.

The building, which has 40,000 sq ft, is in a conservation area although not listed, and Greycoat has yet to test the City's planning waters to see what will be allowed on the site. Ideally, the developer would like to demolish the building and put up a new one but it may also undertake a reconstruction behind the facade. At the very least it will give Greycoat a banking hall in one of the City's best positions.

The Prudential wants to refurbish the office space which is part of its 700,000 sq ft Uxbridge town centre scheme. In West London, at a cost of £12 million. The insurance company has applied to the London borough of Hillingdon for permission to increase the amount of office space at Uxbridge, bringing the total in the three buildings to 200,000 sq ft gross. This latest plan forms the second stage of the Prudential's facility for the Uxbridge shopping and office centre.

The retail element of the scheme, which covers 7.5 acres, has already received planning permission for upgrading. It includes a supermarket, six large stores and 80 shops. It will be retained by the Prudential. With its advice, Knight Frank & Rutley, the Pru is talking to tenants in its office buildings about the planned refurbishment.

The insurance company spent nearly £14 million restructuring the lease at Uxbridge with the council, and now has a 150-year lease at a peppercorn rent. The leases on the office buildings come to an end in two years. KFR, the letting agent, is hoping that Uxbridge's proximity to the M25 motorway will see office rents rise after refurbishment.

Offer for Pennine portfolio

Pennine Property Unit Trust, 74 per cent of whose pension fund unit-holders voted to put the trust into liquidation, looks set to sell the whole of Pennine's industrial property portfolio, which is located entirely in the hard-hit Midlands and North.

The portfolio value has consistently fallen as the capital and rental values of its properties suffered from the recession and the lack of demand for space. It is believed that a private investor, rather than a fund or a property company, is offering to pay close to the value of the portfolio for the properties.

Debenhams Tewson & Co., the estate agent, has valued the portfolio at £5.8 million at May 31 this year, compared with £5.6 million 12 months earlier.

The annual meeting on Tuesday was adjourned and it is understood there will be an extraordinary meeting at the end of the month to vote on the proposed sale.

NFC expects £8m scheme to be prelet

NFC Properties, the property arm of the National Freight Consortium, is highly successful management buy-out, is confident that it can prelet most of its 100,000 sq ft retail development at Colwyn Bay in Wales. The company has already let 35,000 sq ft to Safeway Food stores and a 15,000 sq ft unit is under offer.

The £8 million project is being financed by NFC Properties itself, and it expects to keep the scheme in its investment portfolio. A further phase of 60,000 sq ft is planned if the first phase is prelet but that will not be kept in the portfolio.

The five-acre site was bought from British Rail Property Board for about £160,000.

NFC Properties, run by Mr Henry Lyons, is primarily a trading company, but certain schemes will be retained as long-term investments providing a valuable asset base for the consortium.

NFC Properties is now one of the largest developers of non-food retail warehouses in the country with 23 such schemes worth about £46 million under

its belt by the year end.

NFC Properties wants to develop retail warehouse parks where it sees potential for capital and rental growth, and at least one will be held as an investment.

Having realized the potential of much of the massive NFC land bank, it is in danger of running out of land, and is about to go into the market for property.

Money for this and for development is to come from First Interstate Capital Markets UK in the shape of £10 million of short-term money.

Each project that it wants to undertake will have to obtain bank blessing and there are no guarantees from the parent company.

That raises interesting questions about its future. It would be a prime candidate for a flotation apart from the parent company, which has to decide whether or not it will launch itself in the stock market in 18 months. Opinion on both counts appears to be divided at NFC.



Application has been made to the Council of The Stock Exchange for the Ordinary Shares and the 8 per cent. Convertible Unsecured Loan Stock 2005 of the Company, issued and to be issued, to be admitted to the Official List.

THE NATIONAL HOME LOANS CORPORATION plc

(Registered in England under the Companies Act 1948 to 1981 Registered Number 197566)

OFFER FOR SUBSCRIPTION

of 50,000,000 partly paid Ordinary Shares of 75p each and £50,000,000 of partly paid 8 per cent. Convertible Unsecured Loan Stock 2005

Units comprising 100 Ordinary Shares and £100 nominal of Loan Stock at a price per Unit of £200, payable as to £100 on application

(to satisfy in part an issue price of 100p per Ordinary Share, leaving 50p nominal value per Ordinary Share subject to call, and an issue price of £100 per £100 nominal of Loan Stock, leaving £50 per cent. subject to call)

The Directors are aware of intended applications for all the Units being offered for subscription. Such applications, if received, will be accepted in respect of not less than 37,500,000 Ordinary Shares and £37,500,000 nominal of Loan Stock, constituting 75 per cent. of the Units being offered for subscription. Consequently applications from the public are likely to be accepted only in respect of 12,500,000 Ordinary Shares and £12,500,000 nominal of Loan Stock, constituting 25 per cent. of the Units being offered for subscription.

Underwritten by

HongkongBank Limited

Brokers to the Offer

James Capel & Co.

The Company has been formed to invest directly in mortgage loans secured on residential property in the United Kingdom. Initially the Company's portfolio will be established by taking over certain mortgage lending activities of local authorities and financial institutions.

As its secured asset base grows, the Company intends to borrow significant funds in order to develop its portfolio of mortgage loans and to take advantage of the interest rate differential between borrowing and lending. The Company intends to offer shareholders a steadily growing dividend income while retaining and reinvesting a substantial proportion of its annual profits.

Full particulars of this Offer for Subscription, together with an application form contained in the Prospectus (on the terms of which alone applications will be considered) are obtainable from the registered office of the Company, Hill House, 1 Little New Street, London EC4A 3TR, and from:

HongkongBank Limited
Wardley House,
7 Devonshire Square,
London EC2M 4HN

James Capel & Co.
Winchester House,
100 Old Broad Street,
London EC2N 1BQ

Midland Bank plc
Stock Exchange Services Department,
Mariner House, Peppys Street,
London EC3N 4DA

and from the following branches of Midland Bank plc, Clydesdale Bank PLC and Northern Bank Limited:-

| | | | | | |
|------------|-----------------------------------|-----------|-------------------------------|-------------|-------------------|
| London | — Poultry and Princes Street, EC2 | Bristol | — 49 Corn Street | Leeds | — 33 Park Row |
| | — 5 Threadneedle Street, EC2 | Cardiff | — 56 Queen Street | Liverpool | — 4 Dale Street |
| | — 133 Regent Street, W1 | Edinburgh | — 29 George Street | Manchester | — 100 King Street |
| Belfast | — 183 Donegal Square West | Exeter | — 38 High Street | Newcastle | — 42 Grey Street |
| Birmingham | — 130 New Street | Glasgow | — St. Vincent Place | Southampton | — 165 High Street |
| Bradford | — 34 Kirkgate | Jersey | — 8 Library Place, St. Helier | | |



Group Interim Results

(abridged and unaudited) for the six months to 30 June 1985

Progress in 1985

- Major expansion in Europe following French acquisition in mid 1984 and further acquisitions in Holland and Germany in July this year.
- Prospects increasingly encouraging especially with higher proportion of profits arising in UK and Europe.

| Year | 1984 | 1985 | First Half | 1984 |
|---|---------|--------|------------|--------|
| Turnover | 136,361 | 80,867 | 80,867 | 61,167 |
| Profit on ordinary activities before taxation | 11,861 | 5,248 | 5,248 | 5,230 |
| United Kingdom | 4,430 | 2,128 | 2,128 | 2,197 |
| Europe | 1,513 | 1,532 | 1,532 | 256 |
| International | 5,908 | 1,588 | 1,588 | 2,777 |
| Earnings per share | 24.3p | 10.2p | 10.2p | 10.3p |
| Dividend per share | 8.2p | 3.3p | 3.3p | 3.0p |

NOTE—1985 figures exclude results relating to Group's Zambian interests of £2,074,000 turnover and £269,000 net profit before taxation.

Copies of the Interim Report can be obtained from the Company Secretary
BRITISH VITA PLC, MIDDLETON, MANCHESTER M24 2DB

INTERNATIONAL LEADERS IN FOAM, FIBRE, FABRIC AND POLYMERIC PRODUCTS

Base Lending Rates

| | |
|-------------------|--------|
| ABN Bank | 11.5% |
| Adams & Company | 11.5% |
| Banco | 11.5% |
| BCCI | 11.5% |
| Chabot Savings | 11.25% |
| Consolidated C&I | 11.5% |
| Continental Trust | 11.5% |
| Co-operative Bank | 11.5% |
| C. Hoare & Co | 11.5% |
| Lloyds Bank | 11.5% |
| Midland Bank | 11.5% |
| Nat Westminster | 11.5% |
| TSB | 11.5% |
| Williams & Glyn's | 11.5% |
| Citibank NA | 11.5% |

† Mortgage Base Rate.



New records achieved

- *Sales and profits increased—for the eleventh consecutive year
- *Final dividend of 7.8p proposed—up 40%
- *Sales of Sirdar brand increased, with good second half year
- *Further improvement in exports
- *Good start to current year

Summary of Results

| Year ended 30th June | 1985 | 1984 |
|-------------------------------|---------|---------|
| Turnover | £36,495 | £33,122 |
| Profit before tax | 9,533 | 9,008 |
| Ordinary Dividends | 1,972 | 1,555 |
| Shareholders' Funds | 28,253 | 24,218 |
| Dividend Cover | 3.1 | 3.9 |
| Return on Shareholders' Funds | 33.7% | 37.2% |
| Earnings per Share (post tax) | 12.57p | 12.52p |

Copies of the Annual Report available from 1st October 1985, from The Secretary

Sirdar PLC

Flemshaw Lane, Alverthorpe, Wakefield WF2 9ND

DEREK CROUCH

PLC

Interim Report for the Half Year to 30th June, 1985

| | 1985 | 1984 |
|---|--------------------|------------------|
| Six Months | First | First |
| £000's (unaudited) | £000's (unaudited) | £000's (audited) |
| Turnover | 30,727 | 32,522 |
| Operating Profit | 1,555 | 875 |
| Net Interest Paid | 243 | 362 |
| Profit on Ordinary Activities before Taxation | 1,312 | 516 |
| Profit after all charges and Taxation | 820 | 289 |
| Dividends | 224 | 203 |
| Earnings per Share | 5.58p | 2.32p |

Statement by the Chairman, Mr D.C.H. Crouch

"I have pleasure in reporting the results of the Derek Crouch group for the first half of 1985. These reflect a significantly improved performance over the same period of last year, and augment the up-turn in the group's profitability recorded in my Chairman's statement in March.

Our U.S.A. opencast coal mining operation has performed well despite restricted first half production as a result of the threatened U.M.W. dispute, which left many utilities overstocked. Whilst market prices remain somewhat depressed, strict control of costs and production levels, together with the recent negotiation of an extended ten-year contract to supply a major utility, should secure an encouraging future for this part of the group.

U.K. opencast mining maintained its levels of production and return. Poor weather conditions throughout the year have however disrupted some aspects of the company's activities, although the lifting of contractual tonnage restrictions in England and Wales has helped to counteract these difficulties. The Construction Company's move to private sector development is gradually gaining momentum. Although the full impact of diversification is unlikely to be felt in the immediate future, our overhead rationalisation has minimised this company's operating deficit and the prospects for an early return to profitability are good.

The group's financial position remains strong and the board anticipate that the full year results will continue to reflect the improved trend. The interim dividend has been increased by 10% to 7.83p per share in line with the increase in the final dividend paid last April. This will be paid on 31st October, 1985 to shareholders on the register at close of business on 4th October, 1985."

DEREK CROUCH PLC

Head Office: Peterborough PE8 7UW
Telephone: Peterborough (0733) 222341. Telex: 32129

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BTR PLC, SILVERTOWN HOUSE, VINCENT SQUARE, LONDON SW1P 2PL. 01-834 3848.

Figure 1. The effect of the concentration of the *Agrobacterium* suspension on the transformation efficiency of *Agrobacterium* strains. The *Agrobacterium* strains were grown in the YEA medium for 24 h at 28 °C. The cell concentration of the strains was adjusted to 1.0 × 10⁸ cells/ml. The cell suspension was mixed with the plant tissue and incubated for 24 h at 28 °C. The plant tissue was then cultured on the selective medium. The transformation efficiency was calculated as the number of transformants per 100 mg of plant tissue. The data are the mean ± SD of three independent experiments.

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

GENERAL APPOINTMENTS

September 12, 1985

Every year 3,000 graduates apply for jobs at Barclays Bank. We now need only 60 to form the main element of high-fliers, the people who will become top management. With 50 applicants for every vacancy our only headache should be how to choose the best out of a very good field. In practice it does not work like that: we find it difficult, sometimes impossible, to get 60 of the right people.

There are really two problems here, both of perception. The first is how intelligent young people perceive Barclays as an organization. The second is how they perceive themselves, and, with that, how we see them.

So what does Barclays look like from the campus? The answer is too often like a clearing bank. Of course it is in part, but that hardly does justice to it. We are a major international organization, operating in just about every major city in the world. We have a variety of guises, from "plastic money" (Barclaycard) to international finance, from merchant banking to securities.

Our links with stockbrokers de Zoete & Bevan and jobbers Wedd Durlacher to take advantage of next year's Stock Exchange deregulation is, in City terms, mould-breaking.

Yet the clearing bank image persists. Although we are by any standards one of the world's biggest and most profitable banks, we have to work hard to persuade the very best graduates we have something to offer that is every bit as exciting and challenging as anything other well-known multinational institutions can provide.

But it is the other problem - how graduates see themselves and how they appear to us - which causes me the greater concern, and which, I suspect, will find echoes in many other large organizations.

The Oxbridge careers advisory service says Barclays has one of the best management development programmes it has seen. We will put graduates with good degrees through a four- to five-year training programme (real high-fliers can do it in three) which will ensure they get a management post.

It is, of course, gratifying to be told your scheme is one of the best.

Britain today needs schools that will take preparation for the business world much more seriously, says Robert Sale



It is less gratifying to have to say in response to such compliments that, if the education system did its job better, Barclays would have a far easier job and would be able to turn management potential into reality more quickly and cheaply.

Almost the first thing we do with the 60 graduates we select every year is send them to Brathay Hall, Cumbria, for a week's "action-centred leadership" course. It can be, and frequently is, a salutary experience. It is often their first

opportunity to take charge of other people and get them to perform a task.

Quite often their first lesson is that they cannot organize others in quite the way they assumed. It is a quick and effective way of bringing their shortcomings home to them.

But why should such vital, but basic, training be necessary at the outset, and why must it be followed by such a comprehensive training scheme? This country is lagging behind many others in the way it

educates its brightest people for the business world. It seems to be assumed that people with a good honours degree will magically get management skills when they go out into the big wide world.

In countries such as France, by contrast, courses which acclimatize students to business and commerce are built into the secondary and tertiary curricula.

What we urgently need in this country is:

● Schools that take business, and preparation for it, much more seriously

● Many more teachers who have spent some time in business and commerce and are more aware of what happens when children leave school. We in Barclays are only too glad to assist

● Greater emphasis on business awareness

● An attempt to teach the basics of leadership and how to apply them.

The team captain or the prefect begins to learn leadership "on the job". Others should be taught the principles. The University of Surrey at Guildford now has its own chair in leadership studies and there is

much material on which teachers could draw.

There must also be an added dimension to tertiary education. It is an old complaint, but no less true on that account, that too many universities simply ignore the broader aspects of education in favour of the purely academic.

The ideal candidates, in my view, should spend two-thirds of their time at university on their degrees and one third doing something like Voluntary Service Overseas, the Duke of Edinburgh's Award Scheme, or work for Oxfam. They have to learn to meet the world in an unprotected way and stand on their own feet.

Some of the best Barclays graduate intake are those who come from the armed forces after short-service commissions, having in the process graduated from university. They have done a bit of square bashing, made fools of themselves and thereby learned from their mistakes, developed their personalities and acquired a degree of justifiable self-confidence. That type of person is firing on all four cylinders from the word go.

What about the future? Will things get better or worse?

As far as one can see, there will be increasing competition in the financial arena, and international organizations such as Barclays will continue to provide stimulating opportunities for the well-qualified, all-round graduate. If current trends continue, the UK might not be able to supply enough graduates who can measure up to the high standards needed.

But international companies such as Barclays cannot afford to lower their standards. So those graduates who do not measure up will find it increasingly difficult to get jobs for which they have been led to believe their purely academic achievement qualifies them. Many of them will be able to take advantage of greater opportunities only if they seize the initiative now to develop broader capabilities while still completing their academic studies. But this implies a marked change in approach by both students and academic institutions.

Robert Sale is a director and a senior general manager of Barclays Bank

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Loyalty, hard work and the ability to lead, will be rewarded by a career in this fast-moving ELECTRONIC ENGINEERING WORLD and the Sales Director and his/her colleague Directors will have the opportunity of long-term future career development. The Company will be looking forward to one of the senior Directors becoming the next Managing Director.

The applicant must have a clearly demonstrable record of success in SALES and have worked or be working in a Computer, Office Automation, Telecommunications or other allied engineering activity and have high level Management experience plus that special "something" of being able to lead and drive for the achievement of the Company's policies.

The position of Sales Director will be a Company Board appointment.

Please apply to the Sole Recruitment Agents in the strictest confidence quoting "SALES DIR 1985" - Box No.

DIRECTOR — CONSUMER AFFAIRS £31,000

The Director is responsible for promoting consumer interests in line with current legislation. Apart from general policy strategy and administration, a specific task is to manage the transition from a manual to a computerised consumer credit system. You will head the Consumer Affairs Division which has a staff of 125 people who work closely with appropriate organisations at national and local level on tasks such as: monitoring trade and credit practices; promoting the adoption of good practice codes; proposing legislative changes; considering applications for licences from businesses concerned with consumer credit; seeking formal undertakings from traders in breach of legal obligations; and publishing consumer literature. Candidates will be aged between 35-55 and have a distinguished record of achievement.

in a relevant area of business or government, exhibiting a regard for consumer affairs. Excellent management, interpersonal and analytical skills must be complemented by the leadership and integrity necessary in dealing with a subject of public importance. Appointment will be for 3 years initially with the possibility of extension to 5 years by mutual agreement. Relocation expenses (up to £5000) may be payable. Salary rises to £32,500 after one year and to £34,000 after 2 years in the post. For further details and an application form (to be returned by 8 October 1985) write to Civil Service Commission, Alconon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6634.

OFFICE OF FAIR TRADING

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Marketing and Public Relations Executive

The Citrus Marketing Board of Israel - distributors of Jaffa citrus produce in the UK urgently require a young (25-35) executive to take responsibility for marketing, promotional advertising and PR activities.

At least 3 years' experience is required: a knowledge of fresh foods or the fruit and vegetable industry would be an obvious advantage.

The position involves close liaison with sales personnel internally as well as with our advertising and PR consultancies.

It's a responsible position, requiring intelligence, tact and a willingness to work hard. You will be based at the company's head office at New Covent Garden. Remuneration according to experience within a £16-£18,000 salary range. Please write in strict confidence to:

The Managing Director
Mallerman Summerfield and Partners
2 Goodge Street
London W1P 1FF

THE VEGETARIAN SOCIETY OF THE UNITED KINGDOM LIMITED (Registered Charity No. 259358) CHIEF EXECUTIVE (£12,000 to £16,000)

The Vegetarian Society has created the new post of Chief Executive - to develop and promote the Society's work at a time of unprecedented and growing public interest in vegetarianism.

The Society, established more than 140 years ago promotes vegetarianism and now plans to take a place in the forefront of campaigning for animal rights, healthy living and eating, and concern for the Developing Countries.

The Chief Executive, who must be a vegetarian, will be responsible to the Society's Council for planning and implementing the Society's considerable potential - extending its public, Parliamentary and commercial influence and increasing both its membership and sources of revenue.

The successful candidate who will operate from the Society's Alconon headquarters is likely to have senior management experience. Proven skills in national campaigning and/or marketing will also be an advantage.

Salary in the range of £12,000 - £16,000 depending on the successful candidate's experience and background. The Vegetarian Society of the United Kingdom Limited, Parkdale, Durham Road, Alconon, Cheshire, WA34 4QG by 23rd September, sending full C.V. with 200/300 word description of personal suitability for the post. Please indicate at what stage referees (2) may be approached.

Potential applicants telephoning 061 928 0793 will be sent copies of the Society's Annual Report and Accounts and magazines and details of the functions of the Chief Executive.

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Are you a MBA or equivalent with sufficient experience of Head Office management controls to know that there has to be a better way to run today's largest businesses? Do you want to take part in the next wave of advanced financial information systems for multinational companies? Are you interested in a career with a dynamic young company advising our Times 1000 clients at Board level on a wide range of management control and information technology issues?

Based in South-West London, Metapraxis is pioneering the introduction of sophisticated software-based corporate control systems for the Board directors of large companies. We are now looking for some exceptional individuals to augment our team of consultants. The job covers all aspects of client liaison, including target research, initial meeting, project negotiation and management, in-depth understanding of clients' problems and corporate information, and long-term client association.

This is an ideal vacancy for the gifted all-rounder who feels boxed-in by traditional departmental specialities. You have a good University degree and/or MBA; you may have a financial qualification; you have worked for some time in large companies and understand Head Office information flow; and you're numerous, articulate, diplomatic, ambitious, highly intelligent and aged 34-38. Your entrepreneurial streak means that you probably intend to run your own company before long.



Please write in confidence with comprehensive career details to Robert Bittlestone, Managing Director, at the following address: Metapraxis Ltd., Hanover House, Coombe Road, Kingston upon Thames, KT2 7AH Surrey. Tel: 01-641 1886

E.F. Hutton

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Here in London, in both our City and West End offices, we are extending our services for the Middle East.

We are therefore looking for individuals with substantial commodities, money market and US securities experience PLUS established Middle East contacts; any Arabic speaking ability will be an advantage as will a CBT or NYSE qualification.

If you have a familiarity with American brokerage work style, and have a significant contribution to make to E.F. Hutton then we will negotiate a remuneration package which will attract the best talent available in the market.

Please write in strict confidence to:

Administration Director
E.F. HUTTON & CO. (LONDON) LTD.
Princess House, 152-156 Upper Thames Street, London EC4
Tel: 01-623 0800

The Wellcome Trust Assistant Administrative Officer

Due to expansion, The Wellcome Trust, a medical research charity, requires an additional Assistant Administrative Officer. Duties include processing grant applications, budgetary control and generally assisting in the administration of the Trust's programme for the support of research. Experience of the Trust's programme for the support of research, is in medical, academic administration, whilst not essential, is desirable. Salary negotiable, according to age and experience, on a scale £10,263-£12,631. Non-contributory pension scheme, 22 days' annual leave; LVs and Private Patients Plan.

Applications, stating experience, age, present salary and the names and addresses of two referees, should be sent, marked confidential, to: The Deputy Chief Administrative Officer, The Wellcome Trust, 1 Park Square West, London NW1 4LL, within 14 days.

Director of Studies £21,000 plus

You will be responsible for directing the work of some 27 lecturers in the Departments of Science, Engineering Science, Mathematics, History (Strategic Studies and Economics) and Languages. You will have overall responsibility for the academic work of some 500 young officers in residence at Dartmouth, and for the selection of officers for university degree courses.

You should be a graduate, preferably in the 35-55 age range; and be broadly based as an educationalist with considerable experience at secondary or tertiary level. You should have good contacts with schools and universities and must have intellectual and personal qualities which will command the respect of students and staff at BRNC and of Senior Service Officers.

Experience of, or affinity for, the Navy, would be an asset.

Staff play a full and active part in all College activities.

The post is permanent and pensionable and will be available in August 1986, when the present incumbent retires. A detached residence (Ashford House) will be available at an economic rent.

For further details and an application form (to be returned by 4 October 1985) write to Civil Service Commission, Alconon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6628.

The Civil Service is an equal opportunity employer

Britannia Royal Naval College, Dartmouth

GENERAL APPOINTMENTS Trade 01-278 9161/5

Schroders are inviting applications from prospective financial consultants

Income guide £20,000+

The financial services industry is growing at an exciting rate and Schroders are ideally placed to capitalise on the new opportunities. We have a respected name and an impressive range of products and services including bonds, unit trusts, loans, savings, life assurance, pensions, banking and capital tax mitigation. In achieving our share of the expanding market we require more top quality financial consultants. Aged ideally between 25 and 50, you must be able to show evidence of previous success, although not necessarily in the financial services field.

Successful applicants will be required to advise potential and existing clients, both private and corporate, on all aspects of financial planning. In doing so, you will be supported by corporate marketing, together with fully supportive technical advice and administration. Programmed training is conducted on a residential and field basis and leads through a licensing system which enables consultants to tailor their training to their needs.

If you would like to be considered for a position with Schroders either write to Peter Stoner at Regal House, 14 James Street, London WC2E 8BT or telephone one of the branch offices below:-

BIRMINGHAM
Manager: Mike McDonald
Telephone: 021 643 7626

BRISTOL
Manager: Peter Carr
Telephone: 0272 42 1276

LIVERPOOL
Manager: Alan Schrader
Telephone: 051 236 0974

MANCHESTER
Manager: Peter Consterline
Telephone: 061 236 0655

SOUTH COAST (Brighton)
Manager: Richard Brooker
Telephone: 0273 23531

KENT (Maidstone)
Manager: Mervyn Gidman
Telephone: 0622 578577

CAMBERLEY
Manager: David Backshall
Telephone: 0276 682031

SHEFFIELD
Manager: Steven Phillips
Telephone: 0742 731101

LEEDS
Manager: John Knight
Telephone: 0532 434837

CENTRAL LONDON
Manager: Peter Ellery
Telephone: 01 499 9773

NORTH LONDON
Manager: Richard Dunning
Telephone: 01 852 7575

WEST LONDON
Manager: Richard Bayle
Telephone: 0932 52872

SOUTHGATE (London)
Manager: Alan Moss
Telephone: 01 862 8585

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374. Fax No. 01-638 9216

A demanding position in which will be vested a high degree of autonomy. Scope for equity participation in 18-24 months.

CJRA

MANAGING DIRECTOR - COMPUTER MAINTENANCE

LONDON

£30,000 - £40,000

EXPANDING RECENTLY ESTABLISHED COMPUTER SERVICES COMPANY
Applications are invited from candidates, aged 35-45, who have acquired at least 6 years' practical experience in the sales/servicing of office business systems, at least 2 of which will have been at Director level with profit centre responsibility. The successful candidate will be responsible for the further successful development of this highly sales and service oriented organisation providing computer service maintenance in the UK to organisations using mainly micro computers and P.C.s. Existing clientele number nearly 1,000. The commercial vision and acumen to plan and implement the strategy and thus carve out an even greater share of this market is key to the success of this appointment. Initial remuneration £30,000 - £45,000 by way of high basic salary and incentive + car, free life assurance, assistance with removal expenses if necessary. Applications, in strict confidence, under reference MD17077/TT, will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter, marked for the attention of the Security Manager: CJRA.

A challenging position with scope to build an effective administration team and to move to a more senior position in London or New York within 2-4 years.

CJA

DIRECTOR OF ADMINISTRATION - INVESTMENT BANK

LONDON - CITY

£28,000 - £45,000

LONDON ARM OF A MAJOR US INVESTMENT BANK
For this new position we invite applications from administrators aged 28-40 with an accounting qualification, ACA, ACCA, or ACMA, who have achieved not less than 5 years' practical administration and accounting experience and are now likely to hold the administration position of either number one or number two in an investment or merchant bank. Responsibilities are widely drawn and will cover: to study existing accounting reporting systems, the establishment of tight monthly reporting systems in line with both the London and New York requirements, and the administration relating to bond and equity settlements and arbitrage, etc, as well as the London personnel administration function. A forceful yet diplomatic personality and the ability to mould the London communication and information systems to fit with the New York requirements is important. Initial salary negotiable £28,000 - £45,000 + car, non-contributory pension, free life assurance with free family BUPA. Applications in strict confidence under reference DA4378/TT to the Managing Director: CJA.

Exciting opportunity to begin an accounting career with excellent prospects within one of the leading US multinational companies.

CJRA

GRADUATE - FINANCIAL MANAGEMENT PROGRAMME

W LONDON

c. £8,000 - £9,000

Our client, a Major US multinational, requires a recent graduate with a business orientated or numerate degree to join their Financial Management Programme. The successful candidate will participate in a comprehensive training programme which will last 30 months in total. During this time 2-3 different assignments will be undertaken in various accounting departments. On successful completion of this training an internal qualification will be attained and a rapid promotion within the company should follow. There is also the possibility of assistance with studying for external courses if candidates wish. The initial remuneration package will include a starting salary of c. £8,000 - £9,000, contributory pension scheme, free BUPA, and an excellent working environment with on-site social and sporting facilities. Applications under reference GFMP17057/TT will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager: CJRA.

35 NEW BROAD STREET, LONDON, EC2M 1NH

Telephone: 01-588 3588 or 01-588 3576. Telex: 887374. Fax: 01-638 9216

Please only contact us if you are applying for one of the above positions. However organisations requiring assistance on recruitment - please telephone 01-628 7539.

Schroder Financial Management

UNIT TRUSTS LIFE ASSURANCE PENSIONS ASSET MANAGEMENT

Enterprise House, Hambard Brunel Road, Portsmouth PO1 2AW Telephone: (0705) 827733

Regal House, 14 James Street, London WC2E 8BT Telephone: 01-636 8731

The Nuffield Provincial Hospitals Trust

Secretary

The Nuffield Provincial Hospitals Trust is seeking a successor to Mr Gordon McLachlan CBE who will be retiring from the post of Secretary/Chief Executive to the Trust in June 1986.

The major purpose of the Trust, as defined in its Trust Deed, is "the promotion of improved organisation and efficient development of hospital medical and associated services." The Trust is independent, uncommitted to any interest and has the strongest of beliefs in the importance of rational enquiry and analysis and the effective dissemination of their results. To this end, the Trust sponsors an extensive programme of research, seminars and publications on all aspects of health service practice and management.

The Secretary, assisted by a small staff, is charged under the Trustees with wide executive authority to carry out the general work of the Trust. Candidates must have a deep but open-minded interest in health services, a proven record in administration or management, the ability to spot coming issues and plan a consequential programme, and be politically aware and sensitive.

Candidates are welcome from any field, but it is desirable that they should have had some experience of health matters with contacts with such bodies as the Department of Health and Social Security, Health Service Authorities and Medical Schools being a consideration.

Salary will have regard to the age and experience of the successful candidate and will be linked that of an appropriate grade in the Civil Service. It will not be less than £25,000 plus London allowance, with commensurate arrangements for pension.

Further information can be obtained in confidence from:-

Maurice Shock
Chairman of the Search Committee
The Nuffield Provincial Hospitals Trust
3 Prince Albert Road, London NW1 7SP

All applications should include a curriculum vitae and preferably the names of two referees, and be sent to the Chairman of the Search Committee at the above address.

The closing date is 31st October, 1985.

The CBI has vacancies for a Research Officer and for an Adviser in its Employment Affairs Directorate which deals with employment and industrial relations issues.

Research Officer

The Research Officer will concentrate on analysing development in the determination and movement of pay in the private and public sectors and on the preparation of relevant policy initiatives. This is an important area of work for the CBI and the successful candidate will have displayed evidence of a keen interest in and understanding of the subject. He/she should have a degree in a relevant discipline, probably economics, coupled with some experience of research or practice in the field of pay determination.

Initiative, commitment, enthusiasm, the ability to communicate effectively orally and on paper, and a feel for political sensitivities are essential qualities, as also is the capacity to work well within a team. The post offers the opportunity for significant involvement in a key area of policy making. The successful candidate is likely to be in his/her mid/late twenties. Salary circa £12,500 p.a.

Employee Relations Adviser

The Adviser will be involved in the formulation and development of CBI policy as well as the provision of a consultancy service based on communication audits, the running of a major conference programme, and the preparation of publications and policy papers.

Candidates should have recent practical experience in the employee relations field and a proven ability to analyse problems and provide practical solutions. Clear oral and written expression is essential, as is a good degree in a relevant discipline. The post provides an excellent opportunity for someone with enthusiasm and initiative significantly to widen his/her experience. The successful candidate is likely to be in his/her mid twenties. Salary circa £9,500 p.a.

Please reply enclosing comprehensive CV and stating present salary to Personnel Department, Confederation of British Industry, Centre Point, 103 New Oxford Street, London WC1A 1DU.

CBI

RECRUITING CO-ORDINATOR London W2

Bain & Company is an American consulting company which works with major multi-national clients to develop their corporate strategy and improve their financial performance.

The Recruiting Department works with members of the professional staff to recruit Consultants and Associate Consultants from universities, Business Schools and industry throughout Europe and in the United States. A career-oriented person is needed to help the Head of Department with the administration of recruiting programmes for consultants in line with the changing needs of a rapidly growing organisation. The Recruiting Co-ordinator must be an outstanding administrator accustomed to working to deadlines on a wide variety of projects. The ideal candidate will probably be 20-30 years old, qualified at degree level, with two years' demanding administrative experience and preferably a good working knowledge of French and/or German. They will enjoy working in a company where dedication and achievement are expected and recognised.

Applications should comprise a one-page CV and a brief covering letter. The closing date is Friday 20th September 1985. Please reply to Elisabeth Jordan, Bain and Company, 16 Connaught Place, London W2 2ES.

BAIN & COMPANY

BOSTON LONDON SAN FRANCISCO MUNICH TOKYO PARIS

Professor in aircraft production technology

The Department of Aerospace Engineering of the Delft University of Technology invites applications for the position of professor in aircraft production technology.

The position offered covers both teaching and research. Applicants are expected to have industrial

experience both with respect to production technology and the application of materials in aircraft structures, in particular of advanced composites. The Department is equipped with an autoclave and modern testing equipment.

Applications, including a detailed Curriculum Vitae, should be sent to the Chairman of the Department, prof. Ir. J.A. van Ghesel Grothe, Delft University of Technology, Kluyverweg 1, 2629 HS Delft, The Netherlands. Requests for more detailed information should be sent to the same address.

TH Delft

Department of Aerospace Engineering

University of Technology

DEPUTY DIRECTOR CONTRACTS

The multinational force and observers, an international organization that is charged with monitoring certain aspects of the treaty of peace between Israel and Egypt, has a requirement for a deputy director contracts.

The position involves the management of all commercial procurement undertaken by the organization worldwide, which ranges from large formal contracts to local purchasing operations, in support of the operations in Sinai, Egypt.

The person will have considerable commercial contracting experience and previous managerial experience in purchasing operations. A degree in business administration, or other relevant field is desirable, though an appropriate blend of qualification and experience will be considered.

Location: Rome, Italy
Salary: Negotiable around USD 45,000 (May be eligible for tax exemption)
Conditions: An attractive package including furnished family housing and medical coverage is provided. Apply in writing with resume and references, within two weeks of publication to:

CHIEF OF PERSONNEL
MULTINATIONAL FORCE AND OBSERVERS
C.P. 642
00187 ROMA ITALIA



HIGH CALIBRE SALES

£10k + car

Our client is seeking two lively, self-motivated, sales executives to be based in London. A thriving British company, they have become a market leader in the manufacture and sales of superior wall coverings for the commercial market. Being a dynamic, go-ahead firm, they need sales people of the same high calibre. Ideally you will be a graduate or have good 'A' levels, and be able to demonstrate a degree of success and achievement on a defined sales territory - within a progressive environment. You must possess outstanding communication skills at all levels. During the course of a day you will be dealing with a wide variety of people - architects, design consultants, senior executives and building contractors. A vibrant personality coupled with a smart appearance is, of course, essential, as is your commitment to pursuing a career in sales. Successful candidates will enjoy a good basic salary plus commission plus a company car, and the opportunity to develop their career with a fast expanding company. For immediate consideration, telephone or send your CV to Lindsay Hoggie.

**MARKETING
SALES & APPOINTMENTS**

HIGH FASHION EXCLUSIVE BOUTIQUE

Opening in Knightsbridge requires:

MANAGER/MANAGERESS

Mature, confident, preferably bi-lingual - with a natural flair for clothes, charming personality and a minimum of 5 years experience in a similar position.

SALES ASSISTANTS

Familiar with men's and ladies' designer clothes with a minimum of 3 years experience.

Salary negotiable. Applications will be treated confidentially and should be sent to

MANAGING DIRECTOR
5th FLOOR
199 KNIGHTSBRIDGE,
LONDON SW1 1DE

GENERAL APPOINTMENTS Trade 01-278 9161/5

Export Marketing and Sales Executive

From £17,400 + Benefits

PIMM'S LIMITED produces and sells its famous speciality drink through a network of appointed distributors in export markets worldwide. To develop its increasing sales there is now a requirement for an export marketing and sales executive, based in London, but with regular overseas travel.

You will be responsible to the Managing Director for developing the Company's business in all export markets. The main duties will be to help initiate marketing plans and to monitor their implementation by maintaining a close and effective relationship with distributors; to assess distributors' performance; to provide first hand appraisals of the markets; and recommend changes in distribution arrangements as necessary.

Aged 28 to 34, you should be a graduate in a business related discipline. You must have not less than 5 years' previous experience in marketing and selling high quality fast moving consumer goods, including at least 3 years' working in export markets. You will also need to be fluent in two major foreign languages, preferably European, have good inter-personal and social skills, and be creative and imaginative.

In addition to a salary from £17,400, depending upon experience, benefits include a non-contributory pension scheme, life assurance and family BUPA membership. Relocation expenses will be paid where appropriate.

For an application form please telephone: Mr. M. G. Ward, The Distillers Company plc, 21 St. James's Square, London SW1Y 4JF on 01-930 1040.

PIMM'S LIMITED

A subsidiary of The Distillers Company plc

DURHAM HEALTH AUTHORITY UNIT GENERAL MANAGERS

(Re-advertisement)

The Authority is in the process of introducing general management and requires General Managers to implement the important and significant change in the following two of its four new Units:

(1) Dryburn Hospital
This Unit is based solely upon Dryburn Hospital and provides almost all of the acute services to the Authority's catchment population of 160,000. Its current revenue budget is £10.4m (830 staff). The Manager's salary will start at not less than £20,000 per annum.

(2) Mental Illness and Mental Handicap Services
This Unit provides hospital services in mental handicap for a catchment population of 340,000, and includes the first phase of a local service for the mentally ill. In both services major developments are intended over the next few years. The Manager's salary will start at not less than £17,000 per annum.

Each Unit General Manager will be accountable to the District General Manager for the total operational management of the Unit - to ensure delivery of the best services to patients within the resources available. Full authority will be delegated to the Unit General Manager for this purpose.

Candidates must be able to demonstrate a proven record of success in the management of large multi-disciplinary, labour intensive, organisations, including a leading involvement in the management of change. It is expected that successful candidates will probably be 35-50 years of age and educated to degree level. Appointments will be for an initial fixed term period of 3 to 4 years renewable by mutual agreement. Remuneration will be by negotiation. Candidates appointed will be remunerated in accordance with the terms of HC(RS)9. Assistance with relocation expenses will be given in appropriate cases.

Informal discussions will be welcomed by Arthur Holroyd, District General Manager, on Durham 64911, Ext 3269. Background information and application forms are available from the District Personnel Officer, Appleton House, Earls House, Hospital, Landcaster Road, Durham, DE1 5XZ (Durham 64911, Ext 3210).

The closing date for receipt of completed applications is 3 October, 1985.

JUNIOR SALES EXECUTIVE REQUIRED

Saudi Arabia's leading outdoor advertising company wishes to appoint a Junior Sales Executive to complement a small, yet dedicated team of 2. The successful individual will be primarily responsible for the development of new and existing accounts. However a certain amount of co-ordination between international clients and their advertising agencies is involved and as such applicants should have a proven ability to liaise at all levels. Ideally, applicants should have 2-3 years media sales experience and be capable of working on their own initiative. The position is offered on bachelor status only with company car, accommodation and one return air ticket per year. Interested applicants should send full career history including current salary, recent photograph and copy of current driving licence to:

**The Sales Manager,
James Organisation Ltd.,
3rd Floor, 31 Old Burlington Street,
London W1X 1LB**

No applications will be accepted by telephone and all applications must be submitted before Thursday, 19th September.

INSTITUTE OF PURCHASING AND SUPPLY Starting salary negotiable around £20,000 HEAD OF EXTERNAL AFFAIRS

The Institute of Purchasing and Supply seeks a first class administrator to develop its external relations and PR, and to look after the interests of the Institute's members in the public services. The assignment is demanding and offers much scope for imagination.

The Head of External Affairs reports to the elected chairman of the External Affairs and Public Services Committees and to the Institute's chief executive. The principal duties will include:

- (a) servicing the Committees (research, preparation of agenda papers and minutes and the execution of follow-up action);
- (b) representing the Institute in its contacts with Government departments, professional bodies, trade associations and other outside organisations;
- (c) organising conferences related to the work of the Committees.

The requirement is for a competent administrator of graduate status, preferably aged 35-45 with imagination, determination and a facility to master quickly technical and professional matters with which he or she has not previously been familiar; a high quality of written expression is essential as is the ability to work to a tight timetable. Knowledge of purchasing and supply is not required but a general understanding of economics and of the current business environment is necessary. A quick mind and ability to speak in public are essential; so also is the ability to mix confidently with all levels of management.

A background in institutional or trade administration, or experience in the Civil Service or of military staffs would be an advantage.

Progressive salary structure. Pleasant working environment.

Applications (by letter, there is no formal marked 'Head of External Affairs' sheet) be sent "in confidence" to the Director General, Institute of Purchasing and Supply, Eastern House, Easton on the Hill, Stamford, Leics PE9 3HZ.

Darona Publisher Ltd

A Columnist required to write regularly in daily Arabic newspaper. The candidate must be a professional with recognized journalistic skills and internationally known as a writer of modern Arabic. The person must have a good command of English and French and understanding of the Middle Eastern politics with 10-12 year experience. The applicant must hold a higher degree: Phd or M.A. in Arabic. Salary negotiable. Applications in writing with CV addressed to The Director, Darona Publisher Ltd, 54 Pall Mall, London, SW1.

TAX JUNIOR

City from £6,000

Are you interested in starting a career in Taxation and being involved in the Tax affairs of individuals and smaller businesses? If so, an expanding medium sized firm of Chartered Accountants seeks an enthusiastic graduate to join the well proven career development scheme in its Tax department. You will work under the guidance of the Partners and Managers and be encouraged to study for a formal Tax qualification, using the firm's own Training Department. If you are seeking a worthwhile career in a stimulating environment, contact David Tod BSc FCA on 01-405 3495 quoting ref D/277/B.

Lloyd Management

HongkongBank 

FOREX SYSTEMS DEVELOPMENT MANAGER

City

c.£27,500 Car,
Banking Benefits

BIS Applied Systems
Executive Search & Selection Division

...to plan, direct and control the development and implementation of advanced and responsive systems supporting the Foreign Exchange/Money Market and financial activities of one of the top twenty banks in the world.

This is a NEW appointment of considerable strategic importance and as such requires an in-depth knowledge of the Foreign Exchange and Money Market sectors, together with a proven combination of high management and technical capability. Specifically, candidates should be able to demonstrate their complete familiarity with FX/Money Market systems development in an on-line, database environment preferably, but not essentially, using IBM equipment. The managerial ability to guide and motivate a multi-disciplined development team in the production of high quality, technically secure, systems, is essential. Experience with proprietary software implementation and dealer support systems, is highly advantageous.

Reflecting the importance of this position, an extremely attractive base salary is negotiable which will not inhibit outstanding candidates. Other benefits include a quality car, non-contributory pension, BUPA and highly preferential housing loan. To apply, please send a CV or write or telephone for an application form, to JOHN KITCHEN, Executive Search and Selection Division, at the address below, quoting Ref. G1341.

BIS Applied Systems Limited
20 Upper Ground,
London SE1 9PN.
Tel: 01-633 0866

Operational Research Specialists Help to make vital national decisions

At Government level, where decisions must be founded on more than economic criteria alone, the allocation of scarce resources becomes a complex issue. In providing a flexible and effective method of evaluating alternatives, operational research has opened up a new dimension of decision-making. It has already been employed to great effect in many fields and new areas are continually being pioneered. Currently there are opportunities both for experienced OR practitioners and for those with little or no OR experience but who are numerate and adaptable. All the posts are London based except for some in Inland Revenue. Among those recruiting are:

Export Credits Guarantee Department
Work is concerned with the insurance and credit arrangements of British exports. Financial considerations are important and the environment is that of a large insurance company with the problems of managing risk resources and personnel.

Department of the Environment
Work is within the Property Services Agency and involves project-orientated OR, incorporating computer models. In a wide range of management problems.

Inland Revenue
In London the OR team provides an internal consultancy to management of the Revenue. Projects

include manpower planning, information systems and deployment of investigative resources.

In Telford (Shropshire) the group is responsible for computer capacity planning from design to implementation in a major IT network supporting Tax Offices. Here is the opportunity to pioneer OR analysis in several aspects of IT.

Home Office (Research and Planning Unit)
Work will include a wide variety of topics in OR: management science, computer applications and related subjects concerned with the support of the criminal justice system.

Department of Health and Social Security
Work will involve important policy studies in health care, personal social services, and social security and the determination of allocation policies to ensure the best use of resources, giving a unique opportunity to study the role of care throughout our society.

Customs and Excise
Work is concerned with methods for the collection of VAT and the allocation of control resources. You will also take part in studies to assist in planning Customs developments.

Salary: Senior Scientific Officer £9770-£12,650; Higher Scientific Officer £7785-£10,540; Scientific Officer £6190-£8560. Starting salary according to qualifications and experience and £1365 higher in London.

RELOCATION ASSISTANCE MAY BE AVAILABLE FOR SOME OF THE POSTS.

For further details and an application form (to be returned by 4 October 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref SB/1/DX.

The Civil Service is an equal opportunity employer

Scientific Civil Service

Telecomms Consultants

Communicating Solutions up to c.£26K + car + benefits

Our client is the consulting practice of one of the major accountancy firms in the UK and provides professional consultancy services to a wide range of clients.

Today's emphasis on high-speed, high-capacity, high-complexity communication networks spanning national and international boundaries makes the correct identification and selection of compatible and extendable telecommunications systems a critical factor in business decision-making.

Continuing expansion of the practice has created the need for additional consultants. These senior roles will appeal to Telecommunications Professionals aged 30+ with a degree or equivalent qualification and having experience of voice, data communication and network design.

Knowledge of tariff matters will be useful. As you will be expected to advise clients on the selection of PABX networks and interconnections with computer devices, a good knowledge of office automation systems including WP, electronic mail, videodata and facsimile will also be an advantage.

In addition to the negotiable salary and company car there is an attractive range of benefits. Please telephone or send full CV, quoting reference T1 3766-M, to:

01-242 9356
24 hour answering service

occ technical personnel

Recruitment Consultants, 1st Floor, Crown House, 121 Kingsway, London WC2B 6PA.

International Capital Markets

FRN Sales

A leading UK merchant bank seeks an experienced person with a minimum of two years' experience to the FRN market.

\$ STRAIGHTS TRADER

Two years' experience of dealing in a financial market, preferably closely related to Eurobonds, is required by this client (a major British merchant bank). The person appointed will join a small but successful team.

EURONOTE SALES

A prominent US investment bank wishes to appoint a young sales person with at least two years' experience in Euronote sales or a related capital market area.

BOND SALES

Experience of DM and SFR denominated Bonds is essential for this general sales position in a large, dynamic US bank. In all cases, our clients are prepared to offer salaries in line with candidates' experience and abilities. Remuneration will not be a limiting factor.

For further details, please contact: Caroline Baker on 01-481 3188.

CHARTERHOUSE APPOINTMENTS

CHARTERHOUSE APPOINTMENTS LIMITED
EUROPE HOUSE WORLD TRADE CENTRE LONDON E1 9AA 01-481 3188

US Bank Graduate Opportunities £9,500 - £11,000

A prime New York bank, with a substantial London presence, currently has an opportunity for ambitious graduates to join their highly regarded management development programme. This will include intensive credit training in New York, together with practical experience in their London branch. Those who are successful will eventually move into an active marketing department, becoming involved in all aspects of developing and maintaining corporate relationships.

Candidates, aged 22-28, will have a good degree/MBA and must be numerate, hardworking and ambitious, having interpersonal skills and an outgoing, confident manner are also prerequisites in this demanding environment.

Those interested should contact: Christopher Smith or Andrew Stewart on 01-404 5751, or write to them, enclosing comprehensive curriculum vitae at 23 Southampton Place, London, W1A 2BE, quoting ref: 3546.

Michael Page City

International Recruitment Consultants London Brussels New York Sydney
A member of the Adam Page PLC group

FINANCIAL CONTROLLER

As Financial Controller of Millie's Cookies (UK) Ltd, you will be responsible for Accounting, Commercial Administration and Profitability within a young, dynamic and fast-expanding, privately-owned, London-based, British company operating a chain of retail outlets - both company-owned and franchised. You should be 30 plus, with at least 5 years' experience, ideally in a busy retail operation - preferably fast food related though this is not essential. Salary: Negotiable above £14,000, plus profit-related bonus. Write with full CV to: Mario Boding, Managing Director, Millie's Cookies (UK) Ltd, 84-86 Cornwell Road, Fulham, London SW6 3HW.



THE CONDÉ NAST PUBLICATIONS GROUP are looking for

A SUBSCRIPTION PROMOTION ASSISTANT

This is a new appointment to assist in devising and then carrying out a subscription promotion programme for the new magazine "BUSINESS".

Applicants should have business-related higher education in marketing, economics, finance or computing.

Please write with CV to: Barbara Tims, Personnel Director, The Condé Nast Publications Ltd, Vogue House, Hanover Square, London W1R 0AD.

RESEARCH ANALYST

Required to monitor political/security developments in Europe for Westminster based international business consultancy starting October 1985 or earlier. Suit graduate in mid 20's good reading knowledge of French and German essential. Italian or Spanish an asset. 1st/upper 2nd degree in History/Politics/international relations/languages desirable. Proven writing ability must be capable of working accurately under pressure. Starting salary £8,000 p.a. CV to Box No 0933W The Times.

CITY OF WAKEFIELD METROPOLITAN DISTRICT COUNCIL

WAKEFIELD DISTRICT COLLEGE

MARKETING MANAGER Salary by negotiation but not less than £11,175 (4 year fixed-term contract). To be responsible to the Principalship of the College and the Senior Management Team for the identification of demand for the services of the College and for the promotion of these services and facilities to the Community.

Application forms and further details available (on receipt of a s.a.e.) from The Chief Education Officer, 8 Bond Street Wakefield, to be returned by 27th September, 1985.

MANAGEMENT OPPORTUNITY

An exciting career is open to individuals (22+) who are single minded and interested in their own future. This is an opportunity to earn over £20,000 per annum and earn shares in a nationwide group.

Please call Mr Wood
01 439 8431

مكتبة من الكتب

GENERAL APPOINTMENTS ☎ Trade 01-278 9161/5

BROADEN YOUR PERCEPTION

Complexity, speed and diversity of technological change present the innovative engineer with a major problem, the limitation of specialisation.

We at Hunting Engineering have addressed this problem by placing together in small multi-disciplined groups, engineers and scientists, who bringing the leading edge of their own technologies to bear upon a range of projects achieve together a vision unblinkered by compartmentalisation.

To you as potential employees, we offer the opportunity to enter an environment of dynamic excellence. The diversity of project studies will be intellectually stimulating, you will not be restrained but instead developed and broadened. Interest in your work will be enhanced by your appreciation of its value.

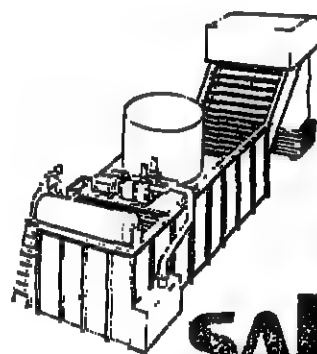
Currently we have vacancies at a range of levels for the following:

Mechanical Design Engineers
Structural Design Engineers
Electronic Design Engineers
Structural Dynamic Analyst
Finite Element Modellers
Systems Engineers
Stress Engineers

We offer a highly competitive opening salary-package which includes relocation assistance to our headquarters and Engineering Design Centre at Ampthill, a beautiful Bedfordshire village, in easy reach of a wide range of amenities.

Telephone Geoff Brady, Recruitment Manager, Hunting Engineering Limited, Reddings Wood, Ampthill, Bedfordshire MK45 2HD. Telephone: (0525) 403431.

Hunting Engineering
 ...seeing the whole picture



Hydromation is the leading producer of products, systems and equipment to clean & filter liquids and is specialized in designing, engineering and building sophisticated equipment for handling parts in automated manufacturing systems.

We are seeking for our sales organization in the UK an

AREA SALES MANAGER

Reporting to the Managing Director of Hydromation Belgium you will be fully responsible for the organization of all sales and marketing activities which will be focused on the car manufacturing industry in the UK. The successful candidate will have a degree in electromechanical engineering from a university or polytechnic and have some years of experience in marketing or purchasing of industrial products, most likely in the automotive industry. You should be about 35 years old. If you are interested in joining a successful growing organization please send your detailed CV to the attention of W. Roels, Baltimore Aircoil LTD, Princewood Road, Earlswood Industrial Estate, Corby, Northants NN 17 2AP (UK).

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 ONE OF THE **Amsted** INDUSTRIES

medical opportunities

PHYSICAL THERAPISTS

HERE'S THE CAREER OPPORTUNITY YOU'VE BEEN WAITING FOR!

For the successful applicants we will pay your air fare to Chicago, Illinois, pay for bed and breakfast for 30 days while you get your own accommodation settled, and pay you \$1000 relocation expenses. Salary from \$25,000 per annum, excellent medical insurance, benefits and good promotional opportunities.

Applicants must be graduates of program approved by the Charter Society of Physical Therapists and must be experienced in orthopedic, neurological and prosthetic patients. If interested, please send resume, references and cover letter, with phone number for contact to:

Ms. Aelish Quayle
 c/o Shelbourne Hotel
 27 St. Stephens Green
 DUBLIN 2, EIRE

Ms. Quayle will be calling you on Thursday, September 19 to schedule interviews for Friday, September 20 in London.



PHILIPS

Philips Business Systems
 COMMUNICATIONS AND CONTROL DIVISION

Can you sell a new concept? The concept that Philips service for electronic security systems and professional audio equipment is unmatched for value, actually enhancing the value of products.

Service Marketing Manager

Cambridge Based High Basic + Commission + Car

Throughout the worldwide Philips Group, especially within the Communications and Control Division of Philips Business Systems, we are launching Service as a product and profit centre in its own right - no longer an also-ran - but out there as a vanguard and spearhead of our marketing efforts.

You should have at least three years' experience in the service side of the electronics industry, qualified to FND level in electronics and DMS with a creative and enthusiastic approach to generate a strong and well developed service function. Previous selling experience and an engineering background are important.

Key aspects in marketing this revenue generating customer support service are:

- Overall development of the new service concept
- Service marketing and competitive research and analysis
- Advertising and promotion
- Sales training
- Devising appropriate marketing programmes
- Assistance in major account management
- Pricing, sales support activities
- Service contract negotiation

Earnings will be by way of high basic salary plus commission. A car and benefits package which reflects the importance of this appointment are offered including 25 days annual holiday, discount on Philips products and contributory pension scheme.

Please apply to Mrs J.A. Macrae, Personnel Manager, Philips Business Systems, Cromwell Road, Cambridge. Tel: (0223) 248181.

Philips...with you every step of the way.

DIRECTOR GENERAL HUMANITIES AND SOCIAL SCIENCES

The British Library seeks to recruit a Director General for the newly-formed Division for Humanities and Social Sciences.

The Division currently comprises the Departments of Printed Books; Manuscripts; Oriental Manuscripts and Printed Books; India Office Library and Records; and important special collections including the National Sound Archive, the Map, Music and Newspaper Libraries and the Preservation Directorate. The budget for 1985/86 approaches £30M and staff number over 1,000.

You will be responsible for the efficient maintenance of collections and services, and their development, within the Department, whilst ensuring a cost-effective use of resources. You will also share collective responsibility, as a full member of the British Library Board, for the operation and development of the Library as a whole.

You must have proven managerial skills at a significant level, and be able to provide persuasive and supportive leadership in the instigation and implementation of new policy. You should normally have a degree and substantial experience in libraries or similar institutions, together with a library or equivalent qualification. You should preferably be under 55.

Salary: £28,915. The post, based in London, is for a period of 5 years with the possibility of extension. For further details and an application form (to be returned by 8 October 1985) write to the Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6640. The British Library is an equal opportunity employer.

The British Library

Frenchay Health Authority

Unit General Managers

Frenchay is one of four Health Authorities in the County of Acon and includes the North East part of the City of Bristol.

Unit General Managers will have the challenging task of ensuring that the quality and efficiency of the services provided to the community and to patients is the prime concern of the management process. Candidates will need to demonstrate leadership skills, imagination, an ability to manage change, and a proven record of achievement.

The District will have four units comprising:

| | Budget | Salary of at least |
|-----------------|--------|--------------------|
| Acute/Geriatric | £21.4m | £19,000 |
| Mental Illness | £6.1m | £14,500 |
| Mental Handicap | £10.3m | £17,500 |
| Community | £3.7m | £14,500 |

Appointments will be for a fixed term of three years renewable by mutual agreement. Clinicians appointed will be reimbursed in accordance with HC(859). For non-NHS candidates the salary will be negotiable.

Paul Walker, District General Manager will be pleased to discuss the above posts informally on Bristol (0272) 574505 Ext 203. An information package and application form are available from Mr. C. H. G. Hay, District Personnel Officer, Frenchay Health Authority, Beckspool Road, Bristol BS16 1ND.

Closing date for applications: 27th September 1985.

We are an equal opportunities employer.

Experienced Banking Professionals

As an experienced person in the Banking business you will be aware of the growth and expansion of the Co-op Bank in the last decade. To support our development in the future, we need to reinforce our appointed and managerial team.

We shall be recruiting qualified staff throughout the remainder of 1985. Based initially in London or at our Head Office in Manchester, successful candidates are expected to progress into key appointed and managerial positions across our domestic banking network.

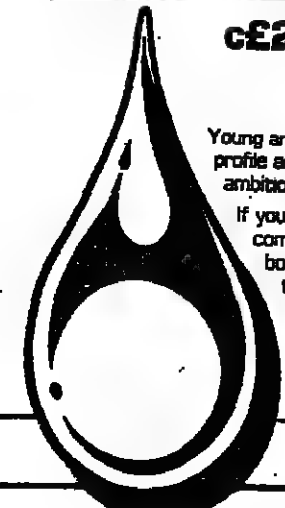
Preferred candidates will be those who have already demonstrated a commitment to their career by obtaining their A.L.B. qualifications. We are offering attractive starting salaries plus a range of benefits including contributory pension scheme, housing loan facilities and relocation package, where appropriate.

If you wish to take advantage of these excellent opportunities in an expanding environment - then please write in strictest confidence with full details of career to date to: Kevin Farrell, Group Personnel Manager, Co-operative Bank plc, P.O. Box 101, 1 Balloon Street, Manchester M60 4EP. We are an equal opportunity employer.



COMPUTER SYSTEMS SALES

£20,000 + Car + Benefits
 London W1



Young and dynamic, but established company with a quality profile and professional approach requires an accomplished, ambitious sales person with good business sense.

If you are in your 20's and able to tackle medium sized computer system sales at corporate level, we offer both the chance to enjoy real success and get in on the ground floor of a rapidly growing team.

Ring Mark or Steve today or Monday to apply on 01-734 1091

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 BUSINESS SYSTEMS SUPPORT

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GRADUATES/SCHOOL LEAVERS

Bright, articulate, well spoken, people motivated for the future. We have a vacancy for the above position in our Head Office in London. We are looking for a graduate with a degree in a relevant subject. Please apply to: Mrs J. Pearce, Personnel Officer, Thon EM Ferguson Ltd, Great Cambridge Road, Enfield, Middlesex EN1 1UL.

ESTATE AGENTS AND TRAVEL... We have a vacancy for the above position in our Head Office in London. We are looking for a graduate with a degree in a relevant subject. Please apply to: Mrs J. Pearce, Personnel Officer, Thon EM Ferguson Ltd, Great Cambridge Road, Enfield, Middlesex EN1 1UL.

ENTHUSIASTIC SALES EXEC... We have a vacancy for the above position in our Head Office in London. We are looking for a graduate with a degree in a relevant subject. Please apply to: Mrs J. Pearce, Personnel Officer, Thon EM Ferguson Ltd, Great Cambridge Road, Enfield, Middlesex EN1 1UL.

INDUSTRIAL RELATIONS ASSISTANT

£10,448 - £12,671 p.a. inc.

A young honours graduate (M/F) is required to join a busy team concerned with negotiations on pay and conditions in the electricity supply industry.

You would contribute towards policy papers for the industry's negotiators, servicing working parties and preparing agenda and supporting papers. A high level of writing skills is essential. You should be able to establish good relations with senior managers and with the industry's trade unions.

If you want to take part in the

developing industrial relations scene then write enclosing details of age, qualifications, background and present salary, quoting Ref: 90/T to:

David Webb, Recruitment Officer, The Electricity Council, 30 Millbank, London SW1P 4RD.

The Council has an equal opportunity policy and welcomes applications from disabled people.

ELECTRICITY COUNCIL

QUALITY ENGINEERS

In response to rapidly changing customer requirements Thon EM Ferguson is currently undertaking a programme of selective development. To support this programme we are seeking a number of experienced Quality Engineers to assume overall product and component supervision for Quality from initial Design Concept stage through to Manufacture and Distribution. You will be responsible for ensuring corrective and preventative action on all product reliability or procedural deficiencies both from within the Company and its outside suppliers as well as instigating and controlling corrective action.

Qualified to BSc level, applicants should have at least five years' experience in Quality Control or Product Engineering within the Electronics Industry or Allied Trades, coupled with an overall flexibility of approach. In return, we offer you an attractive salary plus a range of benefits consistent with a major Company, including assistance with relocation where appropriate. Applicants should apply with full CV, or telephone 01-363 5353 ext 2051 for an application form.

Please apply to: Mrs J. Pearce, Personnel Officer, Thon EM Ferguson Ltd, Great Cambridge Road, Enfield, Middlesex EN1 1UL.

FERGUSON

No-one is more switched on

GENERAL APPOINTMENTS

Trade 01-278 9161/5

Personnel Officers

Up to £12,000



Profitable, diverse and progressive, the Nabisco Group holds an unrivalled position in the UK cereals, biscuits, crisp and snack food markets with household names such as Shredded Wheat, Jacobs, Huntley and Palmers, Peak Frean, Smiths Crisps and Walkers Crisps. Our strength is reflected in a turnover of more than £400 million and profits that continue to rise. Committed to improving our corporate standing still further, we are investing substantially in new technology, new products, new procedures and new people.

As a result of these initiatives we are placing increasing emphasis on the development of our human resources to meet our future needs. To contribute towards the achievement of this we now require two young ambitious personnel professionals, who will be based at our Head Office in Reading.

The successful candidates will be expected to contribute towards the provision of a comprehensive personnel service with major involvement in recruiting, training, remuneration and benefits and personnel administration. In addition, there will be ample opportunities to become involved in the full range of personnel activities including employee relations, the introduction of a computerised personnel information system and graduate recruitment.

Applications will be welcome from graduates in their early to mid 20s, with a minimum of two years broad based experience gained in a change oriented, personnel environment (preferably an IMA company). An IPM qualification would be advantageous, but greater emphasis will be placed upon a record of achievements in recruitment, training and employee relations.

These positions offer excellent career prospects, together with a salary of up to £12,000 and generous large company benefits. If you are keen to develop within a progressive, fast moving company, please send a full C.V., with a covering letter describing your abilities and experience, to: Steven Bedford, Personnel Manager, Nabisco Group Ltd., 121 Kings Road, Reading, Berks. Tel: (0734) 592614.

THE EDS DIFFERENCE

At Electronic Data Systems, we're well aware of our most valuable asset.

People.

In fact, a professional elite highly skilled in the most sophisticated art of the computer service industry. Systems integration. Applying simple, tailor-made solutions to the most complex problems.

As EDS is completely independent of any hardware or software house, our teams are free to fulfil our clients' needs perfectly. Of course, such expertise doesn't appear overnight.

High-level Training

Our aim is to establish you as part of a team which will develop DP systems from initial design to actual operation. As such, you will be working very closely with our clients. This is why, at EDS, your training will be as business-oriented as it is technical. Naturally, you can expect to be kept completely up to date with any on-going changes in the industry - and to receive any specialist instruction you need.

Top-level Opportunities

As part of an EDS team, you'll be dealing with a wide variety of clients in both the private and public sectors, ranging from major manufacturers to government bodies. Our customer base is expanding continuously - and your career can grow with it.

Write, enclosing full C.V. and quoting reference ST4680/85, to the Recruitment Department, Electronic Data Systems, Devonshire House, Mayfair Place, London W1X 5FH.

EDS
Electronic Data Systems

WHAT COULD IT MEAN FOR YOU?

Office Manager

Investment Banking £15-20k

As part of their present expansion programme, our client an established International Bank, is about to launch a wholly owned subsidiary in the City.

This will necessitate the recruitment of an Office Manager to set up and develop new accounting and administration systems.

You will be responsible for internal audit; a computerised payroll of 20 people; income tax (including P4Ds) and NI returns; the preparation of general accounts; administering company benefits (loans, mortgage subsidies, private medical cover and pension

schemes, etc); and ensuring that the offices are both clean and well maintained.

It will also be your job to budget for every item of office expenditure. Whilst the successful applicant is likely to be aged between 30 and 45, experience remains more important than formal qualifications. Ideally, this will include some company secretarial work and a knowledge of telecommunications equipment.

This is a critical appointment, reporting directly to Senior Management of the bank, so naturally the remuneration package offered amply reflects this.

TO APPLY PLEASE WRITE IN THE FIRST INSTANCE WITH FULL CURRICULUM VITAE OR TELEPHONE GEORGE SHAW FOR AN APPLICATION FORM ON 01-438 0322 (OFFICE HOURS) OR 01-749 3024 (EVENINGS).

JOSLIN SHAW

Joslin Shaw Limited, Bell Court House 11 Blomfield Street, London EC4M 7AY
CONFIDENTIAL ADVERTISING

UNIVERSITY OF WARWICK

Director of Conference Business

Applications are invited for the newly created post of Director of Conference Business. The Director will be responsible for planning and implementing a strategy to increase the University's already substantial revenue from conference, short course exhibition space and holiday lettings. The University Catering Officer and the Manager, Residences from and Conferences will report to the Director of Conference Business. The appointment will be for three years in the first instance at a salary in the region of £20,000 per annum. The successful applicant must have successful marketing experience and preferably have a knowledge of the hotel and tourist industry. Further particulars may be obtained from the Registrar, University of Warwick, Coventry CV4 7AL, to whom applications (2 copies) should be submitted not later than 1st October 1985 quoting Ref. No. 5/8/85/4.

RESIDENTIAL NEGOTIATORS

Looking for an opportunity to join highly successful and rapidly expanding estate agents? We are now seeking experienced and motivated individuals to join our team. We offer a challenging and rewarding job with a fast-growing company, recently launched on the U.S.M. Salary is negotiable; usual other benefits.

For further details contact:

Colin Perkins or Jon Vares.

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GILLANDS
41-47 BARROW HILL ROAD
ST. JOHN'S WOOD HIGH STREET
LONDON NW8 7AH
01-262 8001 Sales

OSBORNE & LITTLE

Interior & Exhibition Designer

We are looking for a Designer with experience & practical application. An excellent colour sense & original ideas are essential. The job entails designing & supervising installation of exhibition stands, shopwindow displays & decorations plus general interior design and creation of room sets are also part of the job.

The successful applicant will be aged 36 to 38 and will have had considerable experience in a similar field. We offer a challenging & rewarding job with a fast-growing company, recently launched on the U.S.M. Salary is negotiable; usual other benefits.

Please reply enclosing a full CV to:

David Yennans

Osborne & Little Plc.

49 Temperley Road, London, SW12 8QE

Replies will be treated with utmost confidence

BANKING & ACCOUNTANCY APPOINTMENTS

Trade 01-278 9161/5

BADENOCH & CLARK

FINANCIAL ACCOUNTANT

To £20,000

Our client, an insurance group, wishes to recruit a graduate qualified aged in their late 20s. The post is a City-based head office role. Whilst being responsible for the accounts, budgets, cash flows and management information, the successful candidate will also be involved in acquisitions, investigations and company secretarial work on rights issues and general dealings with the Stock Exchange. Contact David Hally.

VAT CONSULTANTS

£11-£15,000

A number of our clients, prestigious international firms of Chartered Accountants and a major British trading company, are currently seeking bright and ambitious individuals for their existing VAT groups. Ideal applicants will be graduates, in their mid to late twenties, who can offer substantial experience gained within Customs & Excise. Technical expertise and polished communication skills are essential qualities, while candidates should be enthusiastic, outgoing and confident. Superb prospects in this rapidly expanding area. Contact Timothy Barrage, Rachel Caine or Lucy Sherren.

CORPORATE ADVISORY SERVICES

£25,000 + Car

We are currently recruiting, on behalf of several international City based firms of Accountants, top level candidates to join a range of corporate advisory and investigations teams. Candidates should be graduate Chartered Accountants, under 35, and able to tackle a range of assignments including: mergers, acquisitions, Stock Exchange listings and USM flotations. Some prior experience will have been gained within either a professional or banking environment. Successful applicants can look forward to a lively and rewarding career in this thriving sector of public practice. For further details of these and a range of other professional positions contact:

Colin Perkins or Jon Vares.

Financial Recruitment Specialists

16-18 New Bridge St, London EC4V 6AU

Telephone 01-583 0073

PUBLIC APPOINTMENTS

North Eastern Universities Management Services Unit

APPOINTMENT OF DIRECTOR

The Unit, which is based in York, is established to provide a service to ten universities in the East Midlands, Yorkshire, Humberside and the North-East. Comparative reviews are of increasing importance and the work of the Unit includes cost measurement, evaluation of the effectiveness of resource input, co-ordination of purchasing policies, advice on the introduction of new technology and training initiatives. The Director will have broad based experience and a proven record of success in comparable work in industry, commerce or the public services.

The appointment will be made for a fixed term of five years in the first instance. Salary negotiable around £20,000 p.a. plus super-annuation benefits. Generous relocation expenses; car mileage allowance.

Further particulars from Deputy Secretary, University of Bradford, West Yorkshire, BD7 1DP (0274-733466 Ext. 349) to whom applications including a curriculum vitae and naming three referees should be sent by 11 October 1985.

craftscouncil

ASSISTANT DIRECTOR - HEAD OF ADMINISTRATION & FINANCE

The Crafts Council receives a grant from the Government to support the crafts and promote the work of artist-craftspeople. It is a registered charity incorporated under Royal Charter and earns further income from publications, a Crafts Shop, and its Gallery & Resource Centre near Piccadilly Circus. Other activities include grants, an expanding education programme, marketing, and exhibitions.

This post includes particular responsibility for personnel, legal and property matters, servicing meetings of the Council's Finance & General Purposes Committee, and supervision of the work of the accounts section. Applicants should have professional qualifications in a relevant area and previous experience in a similar capacity. Personnel experience is essential and previous work in the Public/Government sector is desirable.

Salary negotiable in the range £12,000-£15,000 p.a. plus a good non-contributory pension scheme and other benefits. For further information and application form contact: Penelope Rhodes, Crafts Council, 8 Waterloo Place, London SW1W 4AT. Tel: 01-930 4811.

Closing date for receipt of applications: 4th October 1985.

DIRECTOR OF THE HOWARD LEAGUE FOR PENAL REFORM

This post with a long established London based charity becomes vacant in January 1986. Salary is negotiable but is unlikely to be less than £15,000 p.a. Further particulars may be obtained from Andrew Rutherford, Howard League Chairman to whom applications (cv plus statement of interest) should be sent, not later than September 27, c/o Faculty of Law, University of Southampton, Southampton SO9 5NH.

NATURE CONSERVANCY COUNCIL

ENVIRONMENTAL EDUCATION OFFICER

HIGHER SCIENTIFIC OFFICER

Applications are invited for the above permanent post. The officer appointed will be responsible for developing and implementing NCC's education policies and activities. A major function will be advising colleagues at all levels on such issues. The Education Officer will be expected to develop and maintain relationships with other environmental education organisations, professional associations and with the formal education system. A main aim is the fostering of favourable attitudes towards nature conservation and the work of NCC.

QUALIFICATIONS AND EXPERIENCE: The successful candidate will have a relevant degree and have at least two years experience in the field of education with some knowledge of nature conservation. A full driving licence is also essential as regular travelling throughout Britain is required.

SALARY: Depending on qualifications and relevant experience, £7,788 rising to £19,541.

Application 'covering letter' must be obtained from Miss B.A. Meredith, Nature Conservancy Council, Northminster House, Peterborough PE1 1UA. To whom completed applications should be returned by 8 October 1985. The Nature Conservancy Council is an equal opportunities employer.

LAMPFORD HALL

PRESERVATION TRUST

LAMPFORD HALL

St Northampton

EXECUTIVE DIRECTOR

A challenging opportunity for an experienced Administrator to manage and develop activities of charitable, trust, owned on Historic House and associated agricultural estate. Age 35-50. Accommodation and a full driving licence are provided. Salary by agreement. Apply for details from The Administrator, Lampford Hall, Northampton NN5 0NL. Strictest confidence will be observed.

ST CATHERINE'S COLLEGE

CAMBRIDGE

CHAPLIN

Applications are invited from graduates who are ordained members of the Anglican Communion for the post of Chaplain for three years (with the possibility of an extension for a further two years) from 1 October 1986. Some pastoral experience subsequent to ordination will be an advantage. Further particulars may be obtained from the Master (St Catherine's College, Cambridge CB2 1RL) to whom applications should be sent by 30 October 1985.

A European major oilfield tubulars manufacturer is looking for a

LONDON BASED FIELD SALES REPRESENTATIVE

Position offered requires the following qualifications:

- several years in the OCTG business
- contacts with oil companies in United Kingdom
- technical and commercial background in oilfield tubulars
- foreign languages will be a plus
- age: 30 to 45
- ready to take over position as of Jan 1, '86.

Please send C.V. to JE428 Box Number

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MULTI-LINGUAL SALES EXECUTIVE

This is a rare sales opportunity involving the multi-lingual sales of a wide range of products. The position calls for the ability to handle a wide variety of sales situations. The successful candidate will have previous experience in sales of a multi-lingual nature. The position is based in the City of London and the successful candidate will be required to travel extensively. The salary is £25,000 per annum. The successful candidate will be required to travel extensively. The salary is £25,000 per annum.

TRANEE COMMODITY BROKER

Small City Financial Futures Brokers require experienced and articulate graduates, M.P. 22+, languages are a plus. Send typed CV to Box 0882 W The Times

EXPERIENCED SALESPERSON

21+ Preferably female speaking required for top quality initiative W1 team. Global salary. Please telephone Mrs Phillips 01-491 2339

I ANSWERED THIS AD 7 YEARS AGO.....

ALLIED DUNBAR

THE FINANCIAL MANAGEMENT GROUP

My first full year in this business was at the age of 42 after a successful career in another industry. Having never sold before, I had the same reservations that you probably have now, but boredom and a lack of purpose in the made me enquire further. My income has since risen by 600% and I enjoy genuine job satisfaction by providing a really worthwhile service. I have no redundancy fears, am paid exactly what I'm worth and have all the advantages of running my own business without any of the problems. The same opportunity is available to you now and I urge you to phone one of my colleagues to enquire further (T.M.V.). If you live in London, Home Counties, South Coast, East Anglia, Midlands, Edinburgh, East Central or North East Scotland - DIAL 100 TODAY and ask for "FREEDOM ACHIEVEMENT" - and speak personally to one of our Branch Management Team.

COWDRAY ESTATE, MIDHURST, SUSSEX

RESIDENT LAND AGENT

To manage 16,000 acre estate including 5,000 woodland and some 20 let farms, let houses and business premises. Full estate office staff and substantial Works Department. Many subsidiary activities including shooting, golf course and polo club, 2,000 acre Home Farm run by farm manager. Applicants must be qualified and have full experience of all normal estate activities. Contributory pension scheme. Applicants should apply in writing to Messrs. Curry & Co. 21 Buckingham Gate, London SW1E 6LS. (Ref. 26).

EDITOR

Domestic Press are looking for a low-frequency, five-circulation magazine in Middle East export position and in career guidance for the UK. We are seeking a capable editor, initially to edit 6 or 7 magazines but rapidly to assume an editorial co-ordination role in a small department of 4 or 5 + freelancers. You will have had previous writing and editing experience on magazine and require drive, and moral diversity to cope with the diversity of scope and developmental nature of the job. You will be aged 25-35. Candidates should send a CV, with references, to: Mrs. Mary Martin, Editor, Domestic Press, 21 Buckingham Gate, London SW1E 6LS. Salary could rise to £12,000 p.a. in 1-2 years. Immediate vacancy. Please Mary Martin on 01-928 0101.

RESEARCH AND INFORMATION

Preparation, international management consultants and a specialized service for Research and Information in a variety of fields. This includes collecting data on demand, institutional, and their office worldwide, preparing reports, and providing a range of services. Relevant publications and information are available. The service is a database (Prof. Wang), a minimum of 2 years' commercial experience and a degree essential. Good prospects. Age 25-35. Please contact: Crone Corbett, 15-16, Regent St, W1

REQUIRED PART-TIME TAX CONSULTANT

West Berkshire Chartered Accountants are looking for someone for an interesting tax consultancy and advice work, for approximately 2 days a week. Suitable person with recent taxation and practice experience. Should be A.T.C. qualified or equivalent. Reply to Box 155 N The Times

LA CRÈME DE LA CRÈME

Trade 01-278 9161/5

TOP FLIGHT SECRETARY

for Finance Director
W1

Liberty require a Secretary to work for their busy Finance Director who has additional responsibilities for overseas business.

This varied and interesting position demands exceptional secretarial skills with a minimum speed of 100/60 wpm, plus good organisational ability. You will assist the Director in the day-to-day business with the support of a junior secretary.

An excellent salary and benefits are offered including free travel within the L.T. network, after qualifying period, staff discount, etc.

If you would like to work in one of London's most prestigious retail stores and have the relevant experience, we would like to hear from you.

Please write, telephone or call in to the Personnel Department to arrange an interview.

Liberty Retail Limited, Regent Street, London W1R 6AR. Tel: 01-734 1224.

LIBERTY

SHAPE

(Military Headquarters of NATO)
near Mons, Belgium
seeks experienced
SHORTHAND/TYPISTS

Must be over 21 years of age; good education to GCE level; at least 2 years' office experience; required speeds 90/45 wpm shorthand/typing. French an asset.

Net monthly starting salary approximately BF 57,018 or £722; no income tax; savings/pension scheme; medical benefits; six weeks paid annual leave plus home leave every two years.

CVs giving full particulars should reach LDGM-LPC, SHAPE, BFPO 26 within 10 days. Official application forms will only be sent to suitable potential candidates.

Test/interviews will be held in the UK during December 1985 and only suitable candidates will be invited.

PA/SECRETARY to Group Chairman

We are a fast expanding publically-quoted Advertising and Public Relations Consultancy.

We are looking for a PA/Secretary with excellent secretarial and organisational skills who is accustomed to working at a very senior level. Experience of Word Processing would be an advantage, although training will be given if necessary.

The ideal candidate will be personable and intelligent, with a pleasing, lively personality, tactful, discreet and confident - and with a sense of humour! Preferred candidates will be aged 24-30.

The work is pressurized often highly confidential, and this is reflected in the remuneration package. For further details, please contact Jane Sowerby in the strictest confidence on 01-730 3455.

The Ten Council

The Ten Council runs a successful general campaign for the involving advertising, sales promotion and public relations.

A PA secretary is required working to the Managing Executive and Public Relations Manager.

In addition to secretarial duties, there is ample scope for personal initiative and an excellent opportunity to secure a good grounding in public relations and marketing skills.

City location near St Pauls; hours 9.30 to 5.00; 4 weeks holiday; Salary negotiable to circa £8,000. Ring Mrs Hancock on 01-248 1024 for details. (No Agencies).

COSMETICS & PERSONNEL

£28,000

A top cosmetic and fragrance house seeks a Secretary to a Senior Executive. You should be ambitious, self-confident and capable of working largely on your own initiative. A personal background and a minimum of 40 wpm typing ability essential.

TOP OF THE POPS
To £8,500

A world famous record company seeks a young Secretary to a Senior Executive in charge of public relations. You will enjoy a busy, fast paced environment. 30/50 wpm typing and previous W/P experience.

City 01-240 3551

West End 01-240 3531/3531
Elizabeth Hunt
RECRUITMENT CONSULTANTS

STEPPING STONES

MAYFAIR PROPERTY COMPANY are looking for a young lady to act as a Secretary to a Senior Executive. You should be ambitious, self-confident and capable of working largely on your own initiative. A personal background and a minimum of 40 wpm typing ability essential.

City 01-240 3551
West End 01-240 3531/3531
Elizabeth Hunt
RECRUITMENT CONSULTANTS

GRADUATE OPPORTUNITIES

TELEPHONE CREDIT REPRESENTATIVE to join fast growing WVS Agency. Excellent salary + bonus. Ring Mrs Hancock on 01-248 1024 for details. (No Agencies).

Administrative Secretary

No Shorthand
Salary £9,000

We require an experienced secretary to work in our busy and rapidly expanding Tax Department. The position will entail providing audio/copy typing support, as well as general administrative back-up to the manager and group of practice staff.

Applicants should be aged 23+ and educated to 'O' level standard, with accurate audio/copy typing skills (55 wpm), and have at least one year's office experience. A desire to learn word processing is essential, as we offer full training on our IBM 5520 system. We can also offer skills development courses leading to career progression and promotional prospects.

Our benefits include a subsidised staff restaurant and a seasonal token loan scheme. Please apply in writing at the address below enclosing a full C.V. to Sally Kilgren or telephone for further details on 01-248 3915 or 01-236 2104.

Deloitte Haskins & Sells
PO Box 207
128 Queen Victoria Street,
LONDON EC4P 4JX.

Deloitte Haskins & Sells
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As part of their marketing team you will start in a secretarial capacity but will quickly leave that behind. Within a year it is planned that you will take on surveys and market research for the company and then the marketing of their products in Italy and France.

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Shorthand and experienced secretary with happy disposition needed to assist in the day-to-day business of a busy firm. Excellent salary and benefits. Please write in confidence to **BERNADETTE** 33 Bedford Place, London WC1E 8JX.

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Great opportunity for a Sec/PA to work for the Chairman of the International Overseas Department in this large company good SH, typing and W/P. Essential together with previous international experience. Commercial experience. Free lunch + 5 weeks holiday.

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£8,000

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Good typing 50 wpm essential - and they'll train on their Wang WP and their Monarch switchboard. Excellent benefits include mortgage subsidy, non-contributory pension ppp, LVs and STL.

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An expanding newly created city based joint venture dealing with crisis management and recovery is looking for a PA. Total involvement ability to take on all levels as well as good skills. 50/20 wpm and W/P exp. Sited to someone with an outgoing personality and responsible attitude.

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25+ sought by two Mayfair-based aristocratic families. The successful candidate will be well presented, very efficient, mature and not mind keeping on their own in charge of daily office routine during the Directors' frequent absences. Meticulous attention to detail and a good working experience required. Good sense of humour and readiness to help in all aspects of the Secretary's business and private affairs essential. Salary £8,500 plus, terms paid, 8.15 to 5.15.

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WEDNESDAY La Crème de la Crème: Secretarial/PA appointments over £7,500. General secretarial, Property-Residential, Commercial, Town & Country, Overseas, Rentals.

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FRIDAY Motors: A complete car buyers guide featuring established dealers and private sales. Business to Business.

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Today's television and radio programmes

Edited by Peter Dear and Peter Daville

BBC 1

6.00 **Cee-fax AM**.
6.50 **Breakfast Time** with Frank Bough and Nick Ross. Weather at 6.55, 7.25, 7.55, 8.25 and 8.55; regional news, weather and travel at 8.57, 9.27, 9.57 and 10.27; national and international news at 7.00, 7.30, 8.00, 8.30 and 9.00; plus Zoe Brown's teenage report; a recipe from Glynis Christian; and Richard Smith's 'phone-in medical surgery'.

9.30 **Cee-fax**.
10.30 **Play School**, presented by Carol Leader. The guests are Brian Jameson and Della Morgan. 10.50 **Cee-fax**.

1.00 **News After Noon** with Moira Stuart and Christopher Lowe followed by news headlines with subtitles. 1.25 **Regional news** with weather details from Bill Giles. 1.30 **Chock-a-block**. 1.45 **Cee-fax**. 3.52 **Regional news**.

3.55 **Up Our Street**. This first in a new series of seven stories is entitled *Simon and the Witch*, by Margaret Stuart Barry. Starring Desmond Askew and Joanna Monro. 4.10 **SuperTed**. The magic bear and his friend Spotyman do battle with the wicked Texas Pete (r).

4.15 **Beat the Teacher**, presented by Paul Jones. Mrs Middleton from Welling Park College, Market Harborough, is challenged by Dean Quick of Penarth School. 4.30 **Chuggers**. Swaps Pop. The first of a new series of pop music programmes presented by Keith Chegwin. Music is provided by Madness and Mike Smith.

4.55 **John Craven's Newsround**. 5.05 **Blue Peter**. Simon Groom and Janet Ellis meet Australian camel breeder Noel Fullerton. (Cee-fax).

5.30 **Hot Harts** Cartoon Time. 6.00 **News** with Sue Lawley and Nicholas Witchell. Weather. 6.25 **London Plus**.

7.00 **Top of the Pops** presented by Mike Read and Steve Wright. 7.30 **EastEnders**. Sharon sees her sights on the Queen Vic's barman, Loffy, while Nick and Ali pay a visit to Dr Clegg who then asks Arthur to call at the surgery (Cee-fax).

8.00 **Bodymatters**. The final programme in the series presented by Drs Graeme Garden, Alan Mayson Davis and Gillian Rice exploring the workings of the human body. Small and the nose are investigated tonight, with a little assistance from the Sunday Times wine correspondent and Master of Wine, Janis Robinson (Cee-fax) (see Choice).

8.30 **The Lenny Henry Show**. The comedian's guests are Alison Moyet and Datta.

9.00 **News** with Julia Somerville and John Humphrys. Regional news followed by weather.

9.30 **Just Good Friends**. Part one of a repeat of the 14-part programme series starring Paul Nicholas and Jan Francis, the couple with a love-hate relationship. It is now five years after Vince left Penny at the altar and they are making their first tentative approaches to reconciliation (Cee-fax).

10.00 **Rough Justice Report**. The first of four programmes investigating reports of rough justice. This programme updates three of the cases dealt with in the programme two years ago. Has the programme's unearthing of more evidence helped three people dubiously convicted of murder?

10.30 **Giltner**. The lead stories in this week's edition of the glossy American magazine include an investigation into a young girl's claims that she has seen a "miracle" and the search for an old-time variety star. The guest stars include Lois Nettleton.

11.40 **Weather**.

TV-am

6.15 **Good Morning Britain** presented by Anne Diamond and Nick Owen. News with Gordon Honeycombe at 6.17, 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; weather at 6.20 and 7.30; sport at 6.35 and 7.34; Mr Magoo cartoon at 7.24; pop video at 7.55; Elaine Lipworth's runabouts at 8.17; Jerril Barnett's postbag at 8.34; phantom pregnancies and childbirth for men discussed by Claire Rayner at 9.04; comment on father/daughter relationships at 9.12.

TV/LONDON

9.25 **Thames news headlines** followed by *The Little Rascals* in Anniversary Trouble (r). 8.40 *The Russian Dance Festival*. The narrator is Orson Welles (r). 10.30 *Spit Cherry Tree*. The story of a family of 12 children who is first of his number to enjoy school.

10.55 **Britain: Kingdom of the Seas**. A journey round the best of Britain's coastline. 11.20 *Cartoon Time*. A Maximo version of *Chuggers* (r).

11.30 **About Britain**. Clive Gurnell meets a group of artists who have drawn inspiration from the River Parrett as it flows through the Somerset Levels.

12.00 **Alfie Atkins**. Cartoon adventures of a young man and his invisible friend (r). 12.10 *Mooncat and Co.* (r). 12.30 *The Sullivan*.

1.00 **News at One** with Leonard Parkin. 1.20 *Thames News*. 1.30 *Falcon Crest*. Romance and drama set among the California vineyard-owning set. 2.25 *Home Cookery Club*.

2.30 **Daytime**. Sarah Kennedy chairs a studio discussion on a topical subject. 3.00 *Take the High Road*. 3.25 *Thames News headlines*. 3.30 *Sons and Daughters*.

4.00 **Alfie Atkins**. A repeat of the programme shown at noon. 4.10 *Cartoon Time* (r). 4.20 *Scouty Doo*. Cartoon series. 4.45 *Children of the Dog Star*. Drama serial (Oracle).

5.15 **Thames Sport** presented by Brian Moore. Includes comment on this week's World Cup Football matches involving the home countries and a preview of next week's final for the recent British heavyweight title.

5.45 **News** with Martyn Lewis. 6.00 *Thames News*. 6.25 *Help! Viv Taylor* goes with news of the work of the Association for Research into Restricted Growth.

6.35 **Comeback**. Dr's Ian Sanders for the battle. 7.00 *Emmerdale Farm*. Is Sandy's tenure at Emmerdale coming to an end?

7.30 **Give Us a Clue**. A new series of the celebrity mine game chaired by Michael Parkinson. 8.00 *Up the Elephant and Round the Castle*. A new series of the comedy-starring Jim Davidson.

8.30 **Midnight Spill**. A new series of the comedy starring Mike Hammer. 8.45 *Thames News*. 9.00 *Thames News*. 9.15 *Thames News*. 9.30 *Thames News*. 9.45 *Thames News*. 10.00 *Thames News*. 10.15 *Thames News*. 10.30 *Thames News*. 10.45 *Thames News*. 11.00 *Thames News*. 11.15 *Thames News*. 11.30 *Thames News*. 11.45 *Thames News*. 12.00 *Thames News*. 12.15 *Thames News*. 12.30 *Thames News*. 12.45 *Thames News*. 1.00 *Thames News*. 1.15 *Thames News*. 1.30 *Thames News*. 1.45 *Thames News*. 2.00 *Thames News*. 2.15 *Thames News*. 2.30 *Thames News*. 2.45 *Thames News*. 3.00 *Thames News*. 3.15 *Thames News*. 3.30 *Thames News*. 3.45 *Thames News*. 4.00 *Thames News*. 4.15 *Thames News*. 4.30 *Thames News*. 4.45 *Thames News*. 5.00 *Thames News*. 5.15 *Thames News*. 5.30 *Thames News*. 5.45 *Thames News*. 6.00 *Thames News*. 6.15 *Thames News*. 6.30 *Thames News*. 6.45 *Thames News*. 7.00 *Thames News*. 7.15 *Thames News*. 7.30 *Thames News*. 7.45 *Thames News*. 8.00 *Thames News*. 8.15 *Thames News*. 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